

THE TIMES

Tomorrow

The masked man
The man behind the
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Police to extend gun training

Scotland Yard is to spend
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Nkomo men die

Five followers of Mr Joshua
Nkomo, the Zimbabwe
Opposition leader, have been
clubbed to death in the town of
Kwekwe by rioting supporters of
Mr Robert Mugabe, the Prime
Minister.

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'Spying' protest

Britain is to protest to Israel
about the detention of its
defence attaché, who was
detained on suspicion of il-
legally photographing a military
airbase

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Helicopter risk

A report points out that the risk
of a fatal accident is five times
greater in a helicopter than in a
fixed-wing aircraft

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Gandhi's plea

A letter from Mrs Gandhi to
Mrs Thatcher, asking for Brit-
ain's understanding in the Sikh
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More lie tests

The extension of lie detector
tests may lead to 20,000 tests
for civil servants a year, the
Council of Civil Service Unions
told MPs

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Teachers' threat

The National Union of Teachers
threatened to intensify its
strike action next week unless
there is agreement about refur-
ring its pay claim to arbitration

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Rolls-GEC link

Rolls-Royce and GEC are to
form a joint-venture company
with £100m turnover to design
and supply gas turbine engine
power stations

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Warwicks win

Warwickshire reached the Ben-
son and Hedges Cup final
yesterday, beating Yorkshire in
an exciting finish to their semi-
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State industries study court action on coal blockade

By David Felton, Labour Correspondent

The blockade of steel plants,
called by the miners, was
beginning to bite last night as
three nationalized industries
were studying whether to risk
going to law to halt the blocking
of coal supplies to the steel
industry.

British Rail, British Steel and
the National Coal Board said
that legal action was under
consideration, although there
appeared to be a prospect of
an appeal to the courts. In the
meantime action by members
of the two main rail unions
meant that no coal or coke was
delivered by British Rail to the
plants at Ravenscraig, Scotland,
and Llanwern, South Wales.

British Steel quickly an-
nounced its determination to
take coal into Ravenscraig in
convoys of lorries and the first
deliveries arrived at the Scottish
plant yesterday afternoon. Steel
workers had already agreed to
cooperate with deliveries by
road if the rail unions imple-
mented the threatened block-
ade.

No such moves were made by
the management at Llanwern
where all hopes of a resumption
of rail deliveries appeared to
rest on a debate scheduled for
this afternoon at the annual
conference of the Iron and Steel
Trades Confederation when
delegates are expected to be
asked whether the union ought
to enter into discussions with
the National Union of Mine-
workers on the levels of coal
supplies to the country's five
integrated steelworks.

Leaders of the unions mount-
ing the blockade, the National
Union of Railwaymen and the
Associated Society of Loco-
motive Engineers and Firemen,
along with representatives of
the seamen and transport

workers' unions, are due to
meet NUM officials in London
tonight to discuss how to
tighten the control of coal
movements around the country.

The executive of the
steel federation meets in Scar-
borough before the conference
debate officially to discuss, for
the first time a request from Mr
Arthur Scargill, the miners'
president, that the two unions
should meet to forge an
agreement on allowing only

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sufficient coal supplies into
the steel plants to prevent damage
to blast furnaces.

British Steel said that such
an arrangement would be
unrealistic because modern
blast furnaces could only be
maintained through continua-
tion of production. The corpora-
tion said that the closure of
one furnace at the Scunthorpe
works could be attributed to its
being damaged down because of
the miners' strike.

The steel plants at Port
Talbot, south Wales, and
Redcar, Teesside, are not
affected by the blockade
because they take their supplies
of coal and coke through deep-
sea terminals. Coal deliveries by
rail to Scunthorpe were halted
yesterday.

Convoys of coal lorries swept
past a handful of pickets outside
the Ravenscraig plant but the
NUM is expected to mount a
stronger representation today
in an attempt to halt the
deliveries.

The union will also be
picketing a mining machinery

factory near by due to be visited
this afternoon by Mr James
Cowan, the coal board deputy
chairman, who was standing in
for Mr Ian MacGregor. It was
decided that it would be
inadvisable for the coal board
chairman to honour a long-
standing commitment to visit
the factory.

The coal board was claiming
a breakthrough in the dispute
after the cutting of 150 tonnes
of coal at the Blitham Glen
colliery near Edinburgh the first
coal produced in Scotland since
the start of the strike.

The announcements that 33
of the 1,800-strong workforce
were down the pit working led
to an immediate picket being
mounted to greet the men when
they finished their shift.

Police said there were 30
arrests during clashes on the
picket line at the pit.

Growing concern over the
future of the steel plants was a
significant factor in the Shadow
Cabinet decision to ask Mr
Stanley Orme, Labour's energy
spokesman, to make a second
attempt to bring the NUM and
the coal board together for
negotiations.

Mr Orme was absent last
night when Mr MacGregor
addressed a meeting of the all-
party minerals group in the
Commons but was understood
to have been in touch with both
sides.

Mr James Callaghan, the
former Labour Prime Minister,
said yesterday that private
diplomacy by level-headed
people on either side of the
miners' dispute was needed.
There should be a go-between
who could talk to both sides and
would be respected by both
sides, somebody who knew the
industry.

'Check possible' on Libyan gun bags

By Richard Evans

Diplomatic bags which the
Libyans are widely believed to
have used for smuggling guns
and ammunition into their
London People's Bureau before
the shooting of WPC Yvonne
Fletcher could have been legally
searched, the Foreign Office's
chief legal adviser told MPs
yesterday.

The admission by Sir John
Freeland, who conflicts with
repeated ministerial claims that
the Vienna Convention barred
such inspections, came at the
start of an inquiry into diplo-
matic immunity and privileges
set up after the shooting in St
James's Square on April 17.

Under questioning by Mr
Ivan Lawrence, QC, conserva-
tive MP for Burton, he agreed
the reason why British officials
did not search the Libyan
diplomatic bag was due to "a
political decision rather than a
legal one".

He said that because the
Libyans had reserved a right
under the convention to search
diplomatic bags entering their
country, Britain had recipro-
cal entitlement, but, as Libya
had never exercised its right,
Britain had held back. "We had
taken a view that wherever we
could we would try to take a
course which might lead to a
withdrawal of the reservation."

Sir John, who with top
Foreign Office officials was
giving evidence to the Com-
mons Select Committee on
Foreign Affairs, also said he
believed it would be legal.

within the terms of the con-
vention, to screen all diplomatic
bags.

But he denied suggestions
that, under international law,
British police would have been
fully justified in entering the
embassy immediately.

Such action would only be
justified where there had been
continuing violence from em-
bassy premises. "It gets rather
more difficult in a case where
there has been violence and
there remains an opportunity to
try to find other means of
preventing a recurrence."

The Government's much-
vaunted review of the Vienna
Convention, following the
shooting looks as though it will
produce little or no change
because, according to Foreign
Office officials, "few, any
foreign governments are likely to
support any serious moves
made by the UK towards
restrictive amendment of the
convention".

Sir Antony Acland, head of
the diplomatic service, told
MPs that amendment would be
difficult, time-consuming and
could result in penalties. "It
may well be that we conclude
the right way forward is not
through amendment of the
Vienna Convention."

"The convention is widely
regarded as an essential element
in the conduct of foreign
relations and it is in Britain's
interest that diplomatic immu-
nity provided by the conventions
be preserved."

IPC's 'Woman' stopped

Woman, one of IPC Maga-
zines' four main women's
weeklies, will suspend publi-
cation on July 7 because of
industrial action by journalists.
The move was announced
yesterday by Mr Ronald, Chil-
ton, IPC Magazines' chief
executive. Woman will be the
fourteenth of the company's 68
magazines to be suspended.

The cost of suspending
Woman could run into millions

of pounds," Mr Chilton said
yesterday. "But much of the
cost will be borne by our
printers and their workforce."
Woman is printed by British
Printing and Communication
Corporation.

The dispute is over a claim
by members of the National
Union of Journalists for a pay
rise of 12½ per cent. The
management has offered 7 per
cent, plus improved conditions.

Pound plunges on interest rate fears

By Our Business Staff

Fears of higher American
interest rates because of the
rapid growth in the world's
biggest economy sent stock
markets reeling yesterday and
the pound slipped to a record
low of \$1.3640 at one stage as
the dollar surged ahead.

Markets were responding to
the second-quarter growth esti-
mate of 5.7 per cent, much
higher than expected, released
by the US Commerce Depart-
ment.

In London, government
stocks and shares fell, with the
FT Index closing 17.3 points
down at 814.9.

High US growth rate, page 17

Deal agreed on cheap air fares

From Robert Schull
Amsterdam

Britain and The Netherlands
have signed a "historic" new
civil aviation agreement
described as a milestone
towards cheaper air fares in
Europe.

The new agreement signed
yesterday afternoon in The
Hague by Mr Nicholas Ridley,
Secretary of State for Transport,
and Mrs Neelke Smit-Kroes,
Dutch Minister of Transport
and Public Works, is effective
immediately and is valid for
one year.

It considerably liberalizes air
traffic between Britain and The
Netherlands although it does
not apply to the Channel
Islands and Hongkong routes.



Under the terms of the new
agreement any airline desig-
nated by either government will
be allowed to fly on any route
between Britain and The
Netherlands and to decide for
themselves the frequency and
the capacity of their services.

Fares will no longer require
the approval of both govern-
ments but will now be subject to
approval only by the govern-
ment of the country where the
journey begins. This means that
all 249 fares between London
and Amsterdam - including the
unrestricted B-Cal fare - have
now been approved.

More than 700,000 parking
tickets have been cancelled on
the grounds of diplomatic
immunity and more than 2,000
traffic offences have been
waived since 1974.

All 546 cases involving
serious crime would have been
taken up with the missions
concerned, if the individual was
still in the country, the Foreign
Office said last night.

"In the last two years 23
diplomats were posted away
from London following, but not
necessarily resulting from,



Royal racegoers: The Queen Mother and the Princess of Wales with the Duke of Roxburghe at Ascot.

New certificate to replace O level and CSE exams

By Colin Hughes

The Government announced
yesterday that O level and CSE
examinations are to be abo-
lished and replaced with a
single system leading to the
award of a new General
Certificate of Secondary Edu-
cation (GCSE).

The decision taken by Sir
Keith Joseph, Secretary of State
for Education and Science,
delighted educationists who
have been campaigning for more
than a decade for a nationally
consistent and coherent system
of examinations at 16 plus.

Employers, notably in manu-
facturing and engineering, also
welcomed Sir Keith's decision
to retain a variety of papers and
examination questions aimed at
pupils of varying ability.

The "first" new certificate
course will begin in 1986, with
the first candidates sitting
papers two years later.

Sir Keith expects that, along
with other government plans to
lay down specific standards that
every pupil is expected to
attain, the single system will
become a formidable force for
raising standards. At a press
conference yesterday he pre-
dicted that between 80 and 90
per cent of pupils would
eventually achieve the level at
present regarded as average.

The GCSE will be graded
from A to G, with the top A to
C grades being at least as high as
the present O level pass grades.
The introduction of the certifi-
cate is conditional on the 20
examining boards agreeing to
merge into five regional boards,
with the present GCE boards
continuing to assess the stan-
dard of brighter pupils.

Although pupils will study
common syllabuses, they will be
able to choose between "hard"

and "soft" papers at the
examination in most subjects.
In other subjects questions will
be geared so that pupils can give
a simple, factual answer, or
elaborate on the question to
achieve a better mark.

This differential between
papers and questions is seen as
the key to maintaining stan-
dards. Those who sit a harder
paper could still obtain a grade
lower than C, but those sitting
an easier paper would not
achieve more than a grade C.
The 10 per cent expected to fall
into the overlap are the pupils
who, under the present system,
suffer the anxiety of choosing
between CSE or O level.

An expected innovation is
the introduction of a distinction
certificate, to be awarded to
candidates who achieve good
grades in five or six main
subjects, thereby proving they
have a broad span of detailed
knowledge.

The introduction of "grade
related criteria" is also crucial
to the new system. It means that
minimum levels of knowledge
and skill will be laid down that
every pupil must attain before
he or she obtains each grade in a
subject.

Sir Keith said the combina-
tion of laid-down criteria and a
single system would be fairer,
more intelligible for pupils,
teachers, parents, and em-
ployers, and would raise stan-
dards by boosting motivation.

Mr David Hart, general
secretary of the National Asso-
ciation of Head Teachers,
greeted the move as the best
education decision for a long
time because it would encour-
age more pupils to achieve
better grades.

Parliament, page 4

Times Portfolio game starts on Monday

First supplies of The Times
Portfolio cards will reach 43,000
newsagents this weekend in
time for the start on Monday of
the new Stock Exchange game
that will carry a daily prize of
£2,000 and a weekly dividend of
£20,000.

The game, devised as "a bit
of fun for the summer months",
involves the checking of eight
personal share numbers against
40 numbered companies ap-
pearing daily on The Times
Stock Exchange prices page.

A column will be provided in
which to note rises and falls
against these numbers. If the
daily tally matches a published
dividend figure, then a claim
can be made according to the
rules published on the back of
each card.

If the daily prize is not won,
the £2,000 is added towards the
next day's. At the end of each
week, the Saturday issue of The

Times will contain the weekly
dividend figure so that competi-
tors can check whether their
six-day running total qualifies
for the £20,000 prize outright or
a share of that figure depending
on the number of claims.

It is important to make
telephone claims between 10
am and 3.30 pm. Details are on
the back of the blue and white
cards.

The game is free to enter and
purchase of The Times is not a
condition for taking part. This
weekend's Sunday Times
Magazine will also contain the
rules, but anyone having
difficulty obtaining one should
apply with a stamped addressed
envelope to:

The Times Portfolio

PO Box 40

Blackburn BB1 6AJ.

Readers may join in at any
stage of the competition.

MPs' fears over EEC budget deal

By Julian Haviland
Political Editor

Renewed uneasiness about
the shape of the settlement of
Britain's financial relationship
with its EEC partners was
shown in the Commons yester-
day when Sir Geoffrey Howe,
the Foreign Secretary, reported
on the meeting of the Foreign
Affairs Council in Luxem-
bourg.

Both Mr Robin Cook,
Labour's spokesman on Euro-
pean and Community Affairs,
and Mr Terence Higgins, a
senior pro-Market Conserva-
tive, argued that the case for an
increase in the community's
own resources, to which the
Government is ready to agree
as part of a package deal, has
not been made to Parliament.

As ammunition, the Govern-
ment's critics used a report
published yesterday by the all-
party Commons-Foreign Aff-
airs Committee, that empha-
sized the degree to which
British ministers have moved in
the course of negotiations since
1979.

The committee, that last
month sent a sub-committee to
Bonn, Paris and Rome to judge
the chances of a settlement,
concluded that neither in
Britain nor in other community
countries had British conces-
sions been fully appreciated.

Although the committee,
divided as it is over the benefits
of community membership,
made no recommendations they
expressed the hope that "in its
insistence on a politically
popular settlement of the
rebates issue, Government does

Continued on back page, col 1

Smoking ban on London Tube trains

By Robin Young

London Transport an-
nounced yesterday that smok-
ing will be banned on London
Underground trains from July
9, initially for a year. And, to
discourage smoking on buses,
"No Smoking please" signs will
be posted by the front seats on
upper decks. Smokers are
already banned from single deck
buses and the lower levels of
double deckers, and are
requested to use only the rear
seats upstairs.

London Transport said that it
had reviewed the balance
between smoking and non-
smoking accommodation regu-
larly. Recent surveys had shown
that smoking cars, already
reduced to the minimum of two
per train in 1971, are less well
used than non-smoking.

"Since trains are coupled in
halves we either have to have
two non-smoking cars per train
or none," a spokesman said,
"and present indications are
that we have got the balance
wrong, and that time is ripe for
a ban."

The move has the support of
the London Transport Passenger
Committee and was welcomed
yesterday by the anti-smoking
organization, ASH.

Mr David Simpson, ASH's
director, said: "The only sur-
prise is that London Transport
has not yet decided to go the
whole hog of banning smoking
on the buses, though the
strengthening of non-smoking
requests there is a move in the
right direction."

"There is no doubt that in a
few years we will have a
completely smoke-free transport
system."

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Scotland Yard to spend millions on improving gun training

By Stewart Tandler, Crime Reporter

Scotland Yard plans to spend several million pounds on new facilities for firearms training, including a mock-up of a street where a policeman's judgement of when to fire can be tested, it was disclosed yesterday.

The street would be an advanced version of a type developed in the United States and used by the FBI where officers are confronted with electronically operated "threats" as they move along a 35-yard two-dimensional street frontage.

The Scotland Yard version is planned to be larger and more realistic, with moving vehicles and doors opening out onto rooms and new scenes of the street. It would be operational within the next few years at a site somewhere on the outskirts of London.

The plan was announced yesterday when Sir Kenneth Newman, the Commissioner of the Metropolitan Police, presented his report for 1983 and outlined changes in firearms training in the wake of the mistaken shooting of Mr Steven Waldorf.

Mr Geoffrey Dear, Assistant Commissioner responsible for training, told a press conference that the first phase of the changes would be implemented within 12 months. They include longer training periods and psychological testing for officers chosen to use guns.

The police use of firearms is under fresh scrutiny after the shooting of two unarmed men at a north London post office last week.

Mr Dear said the mock up street was being devised because "high realism" was needed to test men in making decisions

about shooting. Other techniques which might be used could include equipping shooting ranges with film stimulating an incident. The film would stop as the policeman opened fire so that his decision could then be analysed.

Mr Dear said that initial training would probably be extended from one to two weeks later this summer. Psychological testing to see if officers were suitable for weapons training would start early next year.

The testing would be applied to new recruits to the firearms courses and to the officers already qualified as they returned for refresher courses. The 4,700 officers qualified to use guns could all be tested by late next year.

Mr Albert Laugharne, Deputy Commissioner, told the press conference that an initial report on the shooting in north London would be sent to the Director of Public Prosecutions in the next few days. The final report would not be completed until the conclusion of any proceedings against the two men.

The shooting had been the first incident in which the London police had fired their Director of Public Prosecutions in the next few days. The final report would not be completed until the conclusion of any proceedings against the two men.

In addition, about 500 officers from the Special Branch and other groups were authorized to carry guns regularly on protection duties.

Policemen caught in the coal strike crossfire

By George Hill

The public voice and the private voice of the police over the miners' strike show a divergence. Leaders of the force have been protesting about the burden of tension, discomfort and injury that the 15-week struggle with the pickets has imposed.

They have urged employers to seek redress in the civil courts instead of leaving it to the police to take the strain. But meanwhile police magazines have been scattered with jokes about "enhanced" rest day overtime and Arthur Scargill, as the man who has done more for police pay than any Home Secretary in living memory.

That attitude is partly about making the best of a bad job, no doubt, but it is also evidence of a wary resilience. More than 360 police officers have been injured in the dispute so far (the criminal injuries compensation bill is expected to reach at least £500,000) and thousands of officers have endured long hours on duty far from home, and broken rest in makeshift accommodation, but the signs are that they are taking it in their stride.

Pay accounts for the greater part of the £65m that the policing of the strike is estimated to have cost already, a bill increasing at about £1m a day. The number of officers involved varies widely from day to day but the average is about 4,000. The continued drain on manpower is leaving its mark on forces far from the areas of conflict, and how that the annual leave period of June to September has begun, the strain on the resources will grow.

Allegations of brutality, the use of agents provocateurs, and the like are easily circulated and difficult to disprove. The scenes at the colliery gates shown on television night after night may have their influence on what is regarded as acceptable conduct in other trade disputes in years to come.

The high point of the violence has been the clashes at the Orgreave coke works. It was those events which drew forth Mr Scargill's remarks about a "police state" and which caused Mr Curtis to declare at the Police Federation's annual conference that the employers should take the miners' union to court and save the police from the odium of holding the line against the pickets. Even a comment of that kind risks intervening further into politically sensitive areas.

Mr Curtis concedes that the employers' decision to avoid the courts in case the challenge to the labour movement caused still more widespread disturbances might be defensible. "But that doesn't change my attitude. I thought it was as bad as it needed to be for me to call for the law to be used. The employer was taking the least way out, taking a gamble on the consequences." And the burden of such a gamble always falls on the police.

The dispute has led to bitter arguments about the way the courts and the police have used their powers under the law. Some magistrates have imposed unusually extensive bail conditions on strikers, and the police have been criticized for stopping miners far from areas of conflict and turning them back.

The dispute has exposed fears about the strategy as well as the tactics of the police operation. The swift going into action of the national reporting centre surprised many observers in the early days of the strike, and evoked charges that a national police force had been set up in practice, without public debate.

It is partly a consequence of advance planning and experience tested in last year's Warrington dispute, that the pickets have never completely overwhelmed the police in the way they did in the 1973

such a revulsion as yet. A Mori poll in *The Sunday Times* earlier this month found that 77 per cent of the public gave the police credit for having handled the dispute well. The number of formal complaints made against the police in connection with the dispute so far is only 108 and 11 of these have been withdrawn, not a high score for a train of events during which 3,160 arrests have been made.

The police have always consciously set great store by maintaining a sense of identity with the communities they police. That sense of identity is most difficult of all to sustain in areas where the strike has strong backing or where political divisions are deep, especially when officers from outside are brought in to support the local force. Political polarization of communities, and deep alienation from the police, are all too familiar from Northern Ireland.

Emotional moment: Miner Bob Nicholls being greeted by his wife, Lynne, was one of more than 30 miners who ended their 70-hour occupation of Bettlethanger Colliery, Kent voluntarily yesterday. There was no need to enforce a High Court injunction won by the National Coal Board (Barrie Clement writes).

The action ended after the board assured them about the safety of the colliery. They also won a pledge from two rebel pitmen that they would not try again to break the strike. Six of the miners occupying the colliery had been on an underground sit-in since Sunday afternoon and came up to

dispute, and that the number of pickets at any one place has never risen to anything approaching the 20,000 who gathered outside the Saltley depot.

The co-ordinator of the centre, has replied that it amounts to nothing more than its name suggests, a facility for chief constables to call on at their discretion, and that without it more political direction at a national level would have resulted, not less.



Emotional moment: Miner Bob Nicholls being greeted by his wife, Lynne, was one of more than 30 miners who ended their 70-hour occupation of Bettlethanger Colliery, Kent voluntarily yesterday. There was no need to enforce a High Court injunction won by the National Coal Board (Barrie Clement writes).

emotional scenes in the pit yard. Colleagues took down barricades around the colliery, offices to prepare for repossession by the management.

Last night the board insisted that stories about the state of the colliery were untrue. And the two anti-strike colliers said they made their decision to avoid "bloodshed" at the colliery and after an impassioned plea from a union official.

Mr Terry Harrison, branch secretary of the NUM said: "We now have it signed sealed and delivered that our pit is in reasonable order".

Even some police officers have shown anxiety that public disorder may be reaching a level where it may not be possible to contain it by traditional methods. Mr Colin Sampson, Chief Constable of West Yorkshire, said at the beginning of the month that Britain might - "Heaven forbid" - be forced to consider the establishment of a permanent riot reserve or "third force". Many councils in mining areas, predominantly Labour in

Clash over steel pact baulks Labour

From Paul Routledge, Labour Editor, Scarborough

Labour's political initiative to end the 15-week miners' strike got off to a shaky start yesterday when leaders of the movement clashed on the supply of coal to steelworks.

Mr Roy Hattersley, Labour's deputy leader, told the annual conference of the Iron and Steel Trades Confederation that there should be an agreement between the main steel union and the National Union of Mineworkers that would protect steel-making capacity in Britain.

A few hours earlier, Mr Raymond Buckton, the footplate-men's leader and president of the TUC, indicated his support for the NUM demand that coal supplies should be curtailed to the point at which steel output would be halted, leaving blast furnaces and coke ovens operating at minimum safety levels.

The clash occurred on the eve of a crucial meeting of the 21-member executive of the confederation, which this morning will decide whether to go into talks with the miners on a pact to reduce coal and coke supplies and limit steel production.

Mr Hattersley told delegates: "I have no doubt that the miners' case is right, and it remains my view that they are the reasonable party in this dispute. The damage that the coal board has been inflicting on this country is incalculable."

He called on the Prime Minister to get the board, and the union to come together for joint talks but rejected the possibility that Mr Ian MacGregor, chairman of the board, should preside over discussions because of his "inflexible approach."

As railwaymen blocked deliveries of coal and coke supplies to Llanwern steel works yesterday British Steel Corporation officials were hoping that today's debate at Scarborough will lead to a formula that can end the ban (our Cardiff Correspondent writes).

Although corporation officials would not comment on the plan at the plant are thought to be dangerously low and if the blast furnaces cool, serious and costly damage could be caused.

The inquest on Mr John Green, a miners' picket, was adjourned at Pontefract yesterday for two weeks to enable a woman witness, who was passing the scene in a car, to be called for the coroner to consider whether further tests should be made on the lorry's tachograph.

Parliamentary report, page 4. Leading article, letters, page 13.

Post ballot likely to be accepted

By Philip Webster, Political Reporter

The Government is expected by its supporters in the Commons and the Lords to accept the defeat inflicted by peers on its trade union legislation and to require that union executives be elected by secret postal ballot.

Officially, ministers were said to be pondering the 20-vote defeat yesterday but opinion was strong among backbenchers that the Department of Employment would have to bow to the strength of feeling in the Conservative Party on the issue.

The clearest evidence of that was revealed by the Lords vote when more peers voted against the Government than supported it.

Forty-eight Conservative peers backed Lord Belfour's amendment to the Trade Union Bill requiring compulsory postal ballots, with an independent body supervising the distribution, return and counting of ballot papers.

Effort to save French trips

Britain is making an eleven-hour attempt to save the no-passport excursion trips to France, two weeks before they are due to be ended by the French authorities.

Mr Raymond Whitney, Parliamentary Under-Secretary at the Foreign Office, is flying to Paris tomorrow to put yet another compromise to Mr Francis Guttman, secretary-general of the French foreign ministry. The governments have been arguing since last summer when the French started to refuse entry to British blacks whom they suspected of attempting to illegally enter the country.

Van-Dal Sho Ltd

In yesterday's Special Report on Norwich we suggested that among three shoe companies to disappear in the city was Van-Dal. We were misinformed. Van-Dal Shoes Ltd of Diben Road, Norwich, has been continuously in business since the mid-50s. We apologise for the error.

Teachers to step up strikes

By Richard Garner, of The Times Educational Supplement

Britain's biggest teachers' union has said that it will double the number of teachers taking three-day strike action in schools next week if tomorrow's talks with the local education authorities fail to reach agreement on referring its pay claim to arbitration.

The 235,000-strong National Union of Teachers (NUT) announced it would be calling out 15,000 members in 30 local education authorities on three-day strike action from next Tuesday. That is more than twice the number it has called out in any previous week of the dispute.

The authorities that will be affected are mostly members of the Conservative-controlled Association of County Councils, which has the largest representation on the management side of the pay negotiations.

The union has also included Bexley and Enfield in its strike plans, both metropolitan authorities whose Conservative representatives in the management panel have in the past voted against arbitration.

In addition, the second largest teachers' union, the National Association of Schoolmasters/Union of Women Teachers (NAS/UNT), announced that it would be extending its strike action next week. Members will be brought out in East Sussex, Dyfed, Northamptonshire and Shropshire, on a continuing series of half-day strikes. The strikes already taking place in 11 other local education authorities will continue.

Both unions also gave a warning that any attempt by the Government to overturn the findings of an arbitrator's report would result in the immediate resumption of industrial action.

Under the remuneration of Teachers Act, 1965, that sets out the rules governing teachers' pay negotiations, Sir Keith Joseph, Secretary of State for Education, can set aside an arbitration award by seeking the consent of both Houses of Parliament.

Kitson flies in to hugs and chants

Mr David Kitson, the anti-apartheid campaigner held for nearly 20 years in South African jails, arrived in Britain yesterday amid tumultuous cheers, clapping, hugs and rhythmic African chanting.

Earlier, in a specially screened-off part of the immigration area Mr Kitson, now aged 64, was reunited, for the first time outside prison walls, with his former wife Norma. There were hugs for his son Steven, aged 27, and his daughter Amanda, 21 - who had been small children when he was arrested in 1964 - before the family emerged to face cameras, microphones, questions and ecstatic greetings from friends and anti-apartheid campaigners.

Members of the African Royal Society sang a garland round his neck and chanted their campaign song "Mandela says fight for freedom", while the Kitson Committee of Rastafarian College, Oxford, where he studied, shouted "Viva Kitson, Viva Rastaf".

Between hugs, Mr Kitson said he expected to stay in Britain



A garlanded David Kitson, arriving at Heathrow Airport yesterday, after his release. With him is his former wife Norma, who has campaigned on his behalf.

Millais portrait of girl makes £253,000

By Geraldine Norman, Sale Room Correspondent

A portrait by Sir John Everett Millais of a little girl in a white dress, her red-gold hair cascading over her shoulders, was the star turn of Sotheby's summer sale of Victorian pictures yesterday selling for £253,000 to a private collector. Sotheby's had estimated £70,000-£100,000.

Millais's paintings of children, such as the famous "Bubbles", are one of the foundations of his fame, second only to his Pre-Raphaelite canvases.

The painting at Sotheby's was an exceptionally fine example. It depicts "Nina", the daughter of Frederick Lehmann, sitting on a green glazed Chinese ceramic stool and holding a

camellia. It was acclaimed as "the most splendid artistic triumph" of the 1869 Royal Academy show by the *Athenaeum* magazine.

A second portrait of "Nina" by Millais, painted 15 years later at the time of her marriage to Sir Guy Campbell, made £66,000 (estimated £30,000 to £50,000) to Umeda from Japan.

Sotheby's sale of nineteenth-century paintings on Tuesday night was a mix of success and failure. There were 15 new auction price records for individual artists but also a crop of expensive pictures which failed to find buyers. Most of the failures were among the Continental as opposed to the British pictures, but not all of them.

Among the Orientalists, a brilliant "View of the street and mosque of Ghourayah, Cairo"

by John Frederick Lewis was unsold at £42,000 (estimate £50,000 to £70,000) while another street scene, "The snake charmers", by Ludwig Deutsch, sold for a record £187,000 (estimate £150,000 to £200,000) to the Mathaf Gallery. The Lewis was apparently unpopular because had been on the market too recently.

The most expensive example of the perennial appeal of animals was the portrait of Hollingsworth Magnias, Master of the Oakley Hunt, jumping a steeple on his horse Eureka, and accompanied by his hounds. Painted by Alfred de Dreux in the 1840s it sold for a record £96,800 (estimate £40,000 to £60,000) to Baskett and Day, the London dealers.

Peter Wilson memorial service page 14

Rumours of ministerial scandal dismissed

By Anthony Evans, Political Correspondent

A high-level Whitehall source last night denounced a purported scandal, involving a Cabinet minister, as assassination by gossip.

Rumours involving the minister have been circulating in Fleet Street since last November and have recently been revived with an investigation by *The Mail on Sunday*.

Elliptical references to a scandal have been made in both *The Guardian* and *The Observer* in the last week, and the Commons tea-room, the hub of Westminster gossip, has been

informed that the story is going to "break" this weekend.

Yesterday a government source was asked whether the Prime Minister was satisfied that there was no substance in the rumours. He replied that anyone publishing a word of it would receive a writ on the instant.

It was stated that there was strong feeling about members of the Government being hampered by innuendo and that trial by newspapers would not be tolerated.

Liberals blocked in move to set Liverpool budget

Liverpool's left-wing Labour group blocked a move by the Liberals to set a legal rate for the city yesterday.

The Liberal budget would have led to a 22 per cent rate increase for Liverpool, which is the only local authority still to fix a budget.

But the Labour group, who are continuing to hold talks with Whitehall after Tuesday's meeting with Mr Patrick Jen-

kin, the Secretary of State for the Environment, pledged that they would definitely set the rate on July 11.

Mr Les Stanford, district auditor, warned the council that yesterday marked the deadline beyond which Liverpool's 50,000 instalment ratepayers could not be legally compelled to pay their rates until the end of the financial year.

Thatcher and artist fail to see eye to eye

Mr Rodrigo Moyshian, CBE, Royal Academician and distinguished contemporary British artist, is not happy with his portrait of the Prime Minister, unveiled at the National Portrait Gallery yesterday. Nor, it appears, is his sitter.

The trouble is Mrs Margaret Thatcher's eyes. Mr Moyshian has represented them as two more or less identical squares of regal blue. Their owner has indicated that they seem to give her a bit of a squint.

"I think," Mr Moyshian said yesterday, "that I might have another go at the picture."

Mrs Thatcher's eyes have presented a problem to Mr Moyshian ever since his sittings with the Prime Minister at Downing Street last September, immediately after she had had an operation on the retina of her right eye. First they had what the artist discreetly referred to as "a discussion" on their colour.

Overseas selling prices: Australia £25,000; Canada \$40,000; Germany 100,000; France 100,000; Italy 100,000; Japan 100,000; Netherlands 100,000; Spain 100,000; Sweden 100,000; Switzerland 100,000; USA 100,000; West Germany 100,000; Yugoslavia 100,000.

Huxley is named Master of Trinity

By Peter Henacsey

Professor Sir Andrew Huxley, president of the Royal Society, the distinguished biophysicist and expert on muscles, will be the next Master of Trinity College, Cambridge, 10 Downing Street announced yesterday. Sir Andrew was chosen by the Queen on the recommendation of the Prime Minister after discreet soundings had been taken by Number 10 in Cambridge. The Trinity mastership has been a regius appointment since Henry VIII founded the college in 1546 and endowed it with a tranche of wealth confiscated from the monasteries.

Sir Andrew, aged 66, a former Trinity man, was the clear choice of the senior fellows. Fears that Mrs Margaret Thatcher might override their wishes and impose a politically sympathetic candidate have proved groundless.



Sir Andrew Huxley: The fellows' choice. Sir Andrew succeeds his friend Professor Sir Alan Hodgkin, with whom he shared a Nobel prize in 1963. His appointment breaks a Trinity tradition whereby the master-

ship alternates between a scientist and an arts man.

Sir Alan retires at the end of the month. Sir Andrew will be installed in October after an ancient ceremony in which the new master, carrying his Royal Patent, hammers on the closed main gate of Trinity to gain admission.

Sir Andrew said yesterday it was "a tremendous thing" to be chosen as master. He had always kept in close touch with his old college. It would be like going home. He did not have plans for any dramatic innovations: "Trinity is very well set on an excellent course."

Asked about the college's legendary but undisclosed wealth, Sir Andrew replied: "I do not know myself. I believe the finances are in a healthy state."

He believed Trinity's strength lay in "a remarkable series of distinguished fellows which has

attracted a large number of distinguished undergraduates particularly in the sciences and mathematics."

Sir Andrew, who has been Royal Society research professor in the department of physiology at University College London, since 1969, feared his new job, which will overlap with his presidency of the Royal Society, would keep him out of the laboratory for the near future. He was investigating the question "how does a muscle work, how does it generate force?"

Sir Andrew has four years before he must face reelection on reaching the age of 70. Sir Alan, to the surprise of most observers, narrowly failed to secure an extension of his mastership when a vote was taken among the fellows last year.

NHS staff cut by 10,000, Fowler says

By Our Social Services Correspondent

The number of staff in the National Health Service fell last year by 10,000, the first reduction since it was formed in 1948 and more than double the target set by ministers in last year's manpower cuts.

Provisional figures were given yesterday by Mr Norman Fowler, Secretary of State for Social Services, to the House of Commons social services committee. He said that the reduction had been made without damage to the service.

The figures, he said, showed that the NHS expanded services last year, treating between 3 and 6 per cent more in-patients and 10 per cent more day cases.

Investigators say blast that killed 15 probably caused by spark

An electrical spark probably caused the underground explosion at the Abbeystead water plant near Lancaster last month which claimed 15 lives, a preliminary investigation has found.

A press conference was held yesterday by scientists for the Health and Safety Commission had established that methane gas built up in a tunnel linking the Lune and the Wyre rivers in Lancashire. But it was emphasized that there was no indication that methane was present when the plant was being built. If there was, safety measures would have been taken.

Dr John Cullen, chairman of the commission, gave the preliminary findings to the press conference at the remote plant. A full report is expected in the autumn.

Dr Cullen said of the explosion: "We believe it was caused by an electrical spark over in the far corner of the valve house. We believe it was an electrical spark on the line to a floodlight which goes down into the distribution chamber."

Twelve people are still in hospital after the explosion. Dr Cullen, who wore a safety helmet as he stood in front of the ruined pumping station, said on the blast's cause: "I wonder whether we shall ever know with certainty. We have evidence from witnesses that indicates that the flame began in that corner by a large floodlight."

"It is possible that somebody standing over there accidentally hit the cable along the gridding. If you kick a cable and it pulls a wire away from the light, you

can get a very substantial spark with a big lamp like that."

Dr Cullen said that the explosion came after the methane began to build up to an explosive level. The commission's investigators were not absolutely sure where the spark came from.

"It could have been people smoking or flicking lighters or that sort of thing. This is not a no smoking area. It was not visualized as being dangerous", Dr Cullen said.

He explained during the 35-minute press conference why it had been decided not to hold a public inquiry. "A public inquiry is essentially a time-consuming activity", he said. It had been felt to be important to get the investigations under way to find out what the problems were.

Dr Cullen added: "We wanted to see if there were any other situations around the country which might come to the same grief as this one came to, and we wanted to find out quickly. We wanted to make sure this could not happen ever again."

"We know what to look for at other installations in the country, we were already doing that a week after the investigation began," he said.

The methane gas had seeped through cracks in the main pipeline. There was nothing peculiar about this, Dr Cullen said. "The pipeline was not badly constructed. It was constructed to carry water from one river to the other. There were small cracks and fissures." The methane had been able to build up because the system

had been shut for long periods at a time. "When the pump was switched on, water began to flow through and pushed the methane through to the vent house", Dr Cullen said.

"It then moved from there through a large duct into the valve house."

Dr Cullen said he had heard media comments that it was stupid that the vent led into the valve house. He commented: "Yes, it would be stupid if we thought that methane was going to be present. But there was no evidence beforehand that it was going to be present."

He added: "With hindsight I think you can say that the vent should go to the open air. But at the time it was not thought necessary to do that." For that reason electrical equipment at the plant was not flameproof. It was not the same sort of equipment as that housed in mines, for example.

Dr Cullen said the explosion had "lifted the roof". The roof had huge concrete beams resting on supports. They fell, crushing people underneath.

Answering questions, Dr Cullen said that the tunnel was driven by a contracting company for the water board. He added: "At this stage we have no evidence that methane was encountered when they were driving it."

"This is something we are investigating further. We want to know whether they encountered any methane in significant quantities."

Dr Cullen said that there was "no doubt at all" that the methane came from the surrounding earth strata, which was made up of millstone grit. He added: "The gas has to come in from the surrounding strata. If the presence of methane there is extremely unlikely then you know you are fairly safe."

Mr William Orr, the water board's divisional design and construction manager, said there was no design fault involved. "It was quite capable of doing its job and transferring water. Although there were cracks in the concrete lining the tunnel, this was normally expected, due to shrinkage."



The Company of Wolves: adult fantasy.

Award for firm facing 'video nasty' charges

By David Hewson, Arts Correspondent

The British Film Institute is about to bestow one of its most coveted awards on a company which is fighting a protracted legal battle against charges that it is distributing a "video nasty".

The institute, which is mainly funded by public sources, will announce at the weekend that its annual awards will include a category of commercial innovation to be presented to the Palace Group, which still faces a string of criminal prosecutions for distributing a video version of the spoof horror film *The Evil Dead*.

Mr William Orr, the water board's divisional design and construction manager, said there was no design fault involved. "It was quite capable of doing its job and transferring water. Although there were cracks in the concrete lining the tunnel, this was normally expected, due to shrinkage."

The verdict of the institute's judges is intended to put the industry firmly behind the young Palace company in its attempts to fight the growing dichotomy between censorship of cinema films and that of home videos.

Palace brought the American-made horror film into Britain - where it won a cult cinema audience with an "18" certificate. But when the film was released on video, it was seized by police in several parts of the country. Palace was the first case against the film, but now expects to fight several more local prosecutions. One of

the company's directors, Mr Nik Powell, said the legal battle would cost it tens of thousands of pounds.

"Of course we are pleased to win the BFI award," Mr Powell said this week. But Palace might have been happier to see the dropping of the several charges facing them over the distribution of *The Evil Dead*, the next of which is due on July 12.

Palace has released a number of art films which became cult successes on video such as *Werner Herzog's Aguirre Wrath of God*, and *Ishtar*

Szabo's parable about an actor in Nazi Germany, *Mephisto*. The success of the company's distribution activities persuaded it to take the plunge into production, with *The Company of Wolves*, an adult fantasy film, shot at Shepperton on a budget of £1.5m, and due to open in the West End in September.

The BFI awards will also honour the veteran British makeup artist Stuart Freeborn who will receive a citation for technical achievement and the literary agent, Margaret Ramsay. Lord Bernstein will be made a fellow of the institute.

Software on sale in High Street

By Bill Johnstone, Technology Correspondent

One of Britain's largest retailers and the top dealer in home computers - W H Smith - has formed a joint venture with an American company to sell computer software in Britain.

The venture is an important departure for W H Smith, which is aiming its marketing at the business users with microcomputers the £600 range. The sales target for the first year is £2m which is expected to double in each of the next three years.

Between 250 and 500 dealers will form the backbone of the joint venture between Smith and Softeam Inc, the American partner. Mr Mark Vidovich, president of Softeam said of the partnership: "By combining our product and industry knowledge with the distribution and sales expertise of W H Smith, we know we have a successful partnership that will become the dominant distributor of business software in the UK."

Helicopter study demands action

By Michael Bailey, Transport Editor

The risk of a fatal accident is five times as great in a helicopter as in an equivalent fixed wing aircraft and steps are urgently needed to make them more safe, the Civil Aviation Authority study published yesterday says.

It recommends immediate action in four areas which might have helped to prevent Britain's worst helicopter accident when 20 people were killed in a British Airways crash off the Isles of Scilly last year. They are:

- 1 Improved flotation bag systems to inflate before or on "ditching" in the sea to prevent the helicopter sinking or at least to give adequate time for escape;
- 2 Better monitoring systems to give early warning of impending technical failure, enabling operators to cancel a flight or turn back before an emerging defect causes a crash;
- 3 Better protected fuel systems to reduce the risk of fire or explosions on impact; and
- 4 A "black box" for helicopters similar to that used on fixed

wing aircraft to help explain why an accident happened.

Mr John Dent, chairman of the authority said at a press conference in London, that the report's short term measures, the fear listed above, would be "pursued energetically" with the helicopter operators and manufacturers. Longer term recommendations, affecting the design of the next generation of craft, would require international agreement and would take some time.

Action was needed first because of the recent level of accidents and the prospect of greater use of civil helicopters. Experts in the United States expect a doubling of use by 1990, primarily through inter-urban services operating from places such as disused rail yards.

But Mr Dent defended the record with the North Sea, in particular "not to be criticized in safety terms".

Review of Helicopters: Airworthiness Civil Aviation Authority, CAA House, 45 Kingsway, London WC2B 6TE, £21.

Prisoners 'live in fear of Nilsen'

Hardened criminals lived in fear of Dennis Nilsen taking another life while in prison, a court heard yesterday.

Michael Waight, aged 27, a prisoner serving a life sentence for wounding with intent to resist arrest, told Knightsbridge Crown Court, West London, that he served part of his sentence with Nilsen, who was convicted of six murders.

Waight said: "When an inmate like Nilsen comes into a prison it frightens everybody. With him having so long to serve, he has nothing to lose if he kills anyone in prison."

Waight was appearing as a defence witness for a fellow prisoner, Albert Moffat, aged 21, who is accused of slaying Nilsen's face with a razor in an exercise yard at Wormwood Scrubs prison, west London. Moffat denies wounding and claims he acted in self-defence.

Waight said he never noticed the scar on Nilsen's face after the attack. "You don't face prisoners like Nilsen," he said. "You don't look at them. That is considered a challenge. You just turn away."

Mother loses battle for child

A mother lost the right to bring up her eight year old daughter yesterday because of the incompetence of the local council, according to a judge in the Family Division of the High Court.

The woman, aged 30, has never stopped trying to win back her daughter since she was taken into care in 1976 as a battered baby at the age of 14 weeks.

Her husband was then jailed for six months for beating the child. She has since divorced him and remarried and now has a son aged three.

Mrs Justice Booth said that there was no criticism of her as a mother and with her new husband she could make a perfectly good home for her daughter. But she added that because of the incompetence and serious mishandling of the case by the Social Services department of Essex County Council, the only home the girl knew was that of her foster parents who had loved and cared for her since she was taken into care.

The mother continued to see her daughter throughout that time and will still be able to see her on one day a month.

Mrs Justice Booth added, however, that it would destroy the girl if she was taken away from the only home that offered her security.

The mother did not criticize the foster parents who had provided an exceptional home.

But the judge said that the council had failed to deal frankly and honestly with any of the adults in the case, particularly the mother. No attempt was ever made to rehabilitate the girl with her mother and the protracted dealings over the future had left her a damaged child.

The judge said that because the council should have handled the case in an entirely different way she would order it to pay all the legal costs. She added that nobody in the case should be identified, to protect the girl.

Outside the court the mother said: "It is the end of my long fight and I feel I am being robbed of my daughter by the council."

Essex council said last night that while there have been inconsistencies in the handling of the child's case between 1978 and 1981, there were many medical factors that made planning impossible, as a result of injuries inflicted on the child by her father in infancy.

Ruling later on parole pleas

After three days legal argument, the Court of Appeal yesterday reserved judgment in the appeal by four prisoners challenging the legality of the Home Secretary's new hard-line policy in granting paroles to murderers, drug dealers and violent offenders. No indication was given on the date of judgment which is expected before the end of the present legal term on July 31.

£809,627 win

Mr Dennis Dullea aged 66, a retired aircraft worker, yesterday received a summer record pools cheque for £809,627.

Help at hand for hot and bothered

Thomson Prentice, Science Correspondent

Sun worshippers celebrating the solstice at Stonehenge this morning will have a little less to celebrate in the next day or two. The heat wave is over, forecasters say, and furthermore, it was not all that hot, anyway.

While many may have blamed a sleepless night on the steamy weather when they arrived for work late yesterday, experts were gently suggesting that at least a little of the heat was in the mind.

The arrival of the sunny spell, hot on the heels of a dismal early June and a drab May has persuaded some people that it is hotter than it often is at this time of year, a London Weather Centre forecaster said yesterday.

Temperatures nudged 27°C (80°F), yesterday, but during the last long hot summer, that of 1976, thermometer readings stayed in the nineties for days.

The hottest June night on record in many areas on Tuesday was followed by some absenteeism from work yesterday. In Bristol, where the overnight temperature stayed above 18°C (64°F), a spokesman for the Chamber of Commerce said: "We had reports of lateness and absenteeism because of the weather. People cannot adjust to it."

Forecasters introduced a breath of fresh air last night. A cooling wind is coming in from the north-west Atlantic and moving down through Scotland into England.

The weekend is therefore likely to be cooler, but temperatures are expected to rise again at the beginning of next week.

● The Welsh Water Authority has applied for government orders to impose restrictions on water use throughout the principality after the driest spring on record (Tim Jones writes).

Weather forecast, back page

TV staff fight for current affairs

By David Hewson, Arts Correspondent

Some of the BBC's best-known television presenters will tonight make an unprecedented public attempt to halt what they see as an irrevocable move away from popular current affairs.

John Tusa, presenter of *Newsnight*, who was recently voted television journalist of the year, and Nick Ross, Sarah Kennedy, and Glyn Worsnip, presenters of *Sixty Minutes*, are to address a meeting of MPs at the House of Commons to protest about the ending of *Sixty Minutes* next month.

BBC journalists' attitudes have hardened over the ending of the programme after a series of private meetings within the corporation which have left members of the National Union of Journalists convinced that the BBC plans to oust peak time

current affairs coverage from its main channel.

The BBC's announcement of the end of *Sixty Minutes* two weeks ago gave no firm indication of what would replace it, but NUJ members believe that the changes are designed to herald a new chat show run by Terry Wogan and a new "soap opera" beginning at 5.30 each weekday evening.

At 6pm, 20 minutes later than the start of *Sixty Minutes*, a new programme, provisionally called *The Six O'Clock News*, will be broadcast for 25 to 30 minutes.

The programme will have two presenters - one of whom is expected to be the newsreader Sue Lawley - who will conduct a number of live interviews in between filmed reports.

Headless corpse case

Mother tells of deprived, disturbed son

From John Witherow, Exeter

Mrs Joyce Strong, Michael Telling's mother, told Exeter Crown Court yesterday that her son had attempted suicide on several occasions and had once threatened her with a carving knife.

Mrs Strong, who was divorced from her first husband when Mr Telling was very young and has since remarried, said that her son spent three years in Maudsley psychiatric hospital and had been a disturbed and almost uncontrollable child.

Mr Telling, aged 34, has been charged with the murder last year of his American wife, Monika Zumsteg-Telling, whose headless corpse was found near Exeter. He has denied murder and pleaded guilty to manslaughter by reason of diminished responsibility.

Mrs Strong, who lives in Sydney, said Mr Telling had been brought up by a succession of nannies and governesses, seeing little of her and witnessing violent arguments with her first husband.

She agreed with Mr George

Carmen, QC, for the defence, that she had shown slight affection for her son and that only in the past 12 months while he was awaiting trial had their relationship become close.

The jury was told that Mr Telling had a difficult childhood and had responded violently, setting fire to buildings, stealing, running naked into the road and getting expelled from schools.

In his early 20s, she said, he had twice attempted suicide, once by a drug overdose and on another occasion by not taking insulin to treat diabetes.

The court was adjourned for 20 minutes when Mr Telling became visibly distressed at seeing his mother in the witness box.

Mrs Strong accepted that her son was "a boy deprived of affection. He reacted very violently and his behaviour became very disturbed. Many of Michael's problems stem from his very lonely and unhappy childhood."

The court also heard from Mr Richard Richardson, a friend, that Mr Telling had been convicted in 1982 of firearms offences after his wife, a Californian woman, aged 26, had reported him to the police.

Mrs Lynda Blackstock, a former friend of Mr Telling, whom he started to see after he had killed Monika, said he was obsessed by his wife and talked about her as if she were still alive. At the time, and on occasions when Miss Blackstock used to spend the night with Mr Telling, Monika's body was hidden in the summer house which was being converted into a sauna. She said he had tried to make love on several occasions but had failed.

Mr Telling's first wife, Alison, told the court that Monika Zumsteg Telling had visited her twice at her home in Torquay and had belittled her husband.

She told her she was considering getting pregnant so she could take the child back to the United States and use it as a lever to try to get more money from the Vestey family trust in a divorce settlement. "There was no affection in her conversation. She was wholly critical and humiliating about him and his sexual prowess," she said.

Mrs Susan Bright, with whom Mr Telling had an affair said that he was "A gentle person who had a need to be needed. He was lonely and lacking in confidence."

The hearing continues today.

Four charged over £6m heroin haul

Three Birmingham men appeared in court at Ipswich, Suffolk, yesterday and were remanded in custody on charges arising from the seizure of what the Customs and Excise described as "the biggest heroin haul in the United Kingdom".

The drugs, weighing 39.95kg with a street value of £6m, were found at Felixstowe docks on June 6 during a search of the German-registered cargo vessel, *Tristan*.

The men, all remanded until next Monday, are Yasim Mohammed, aged 28, charged with importing prohibited drugs, Zahid Iqbal, aged 30, and Afzar Shah, aged 29, both charged with dealing in prohibited drugs.

The men were arrested last weekend at addresses in Sparkbrook, Birmingham.



Three women in Michael Telling's life: Mrs Lynda Blackstock, aged 34, a former friend (left); Mrs Alison Telling, his first wife; and Mrs Susan Bright, aged 39, a recent friend. All three gave evidence yesterday.



MIDSUMMER AT HEAL'S

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PARLIAMENT June 20 1984

New exam expected to raise standards

EDUCATION

A single system of examinations at 16-plus is to replace the present General Certificate of Education (GCE) and the Certificate of Secondary Education (CSE), Sir Keith Joseph, Secretary of State for Education and Science, announced in a statement to the Commons.

The new single system of examinations will be known as the General Certificate of Secondary Education (GCSE).

The first courses will begin in the autumn of 1986 and the first awards in the summer of 1988.

The single system, Sir Keith said, would be a powerful instrument for raising standards of performance at every level of ability.

His proposal was welcomed by the Opposition spokesman.

Sir Keith Joseph said: 'Our objectives are to improve the examination courses and to raise the standard of performance of all candidates. Four measures are needed to this end.'

First, the 20 Examination Boards need to come together in five groups to come to a common view of the standard of performance of all candidates. This will reduce the excessive number of examining bodies, syllabuses and subject titles, which are now a source of confusion.

Second, all syllabuses need to be governed by national criteria now in preparation: in order to improve their coverage and content, and to ensure that all courses achieve a proper balance between acquiring knowledge and understanding, and between theoretical and practical work.

Third, there is a need for differentiated papers or questions in every subject, so that each subject may be taught and examined in a way that reflects the widely differing abilities of candidates more effectively.

Fourth, examination grades should have a clearer meaning and pupils and teachers need clearer goals, accordingly need graded criteria which will specify the knowledge, understanding and skills expected for the award of particular grades.

We have decided that this

programme will be implemented most quickly and effectively through a single system of examinations, to be known as the General Certificate of Secondary Education (GCSE).

Such a system has been recommended to us by the Secondary Examinations Council and the great majority of organisations within the education service and outside it.

We are therefore today inviting the examinations boards to confirm their support for national criteria which will incorporate both a requirement for differentiated papers or questions for each subject and grade-related criteria as these come to be developed.

Given that confirmation the new system will be introduced for courses beginning in the autumn of 1986 with the first awards in the summer of 1988.

The GCSE will be a system of examinations, not a single examination. It will have the features essential for higher standards - fewer examining groups, national criteria, differentiated papers or questions and grade-related criteria.

The certificates will be awarded by each examining group, with a seven-point scale of grades denoted by the letters A to G. Candidates who do not meet the required minimum level of performance will fail. Grades A to C will embody standards at least as high as the corresponding O level grades at C now do.

They will be clearly distinguished from grades D to G in that, within the examining groups, sole responsibility for setting and maintaining their standards will rest with the GCE Boards, who will be required to give specific assurances to about the standard of these grades. When one of these grades, A to C, is awarded, it will be shown distinctively on the certificate.

The examinations will be supervised by the Secondary Examinations Council.

We propose an additional step to encourage the ablest pupils to pursue broad and balanced courses in the fourth and fifth years of secondary education. We shall invite the Secondary Examinations Council and the Examinations Boards to cooperate in the introduction of Distinction Certificates for candidates achieving good grades in a broad range of key subjects.

The new system of examinations will build on the strengths of O levels and will do more than O levels to stretch the ablest pupils: it will do more than CSE to motivate other pupils. It will more effectively promote worthwhile knowledge, understanding and skills. It will grade candidates by their performance better than now, on the basis of what they themselves know and can do, and without regard to the performance of others.

It will be clearer to candidates, their parents and employers than the present system, and it will be more cost-effective. A single system with the features and safeguards on which the Government insists will be a powerful instrument for raising standards of performance at every level of ability.

Mr Giles Radice, chief Opposition spokesman on education (Durham North, Lab), said the minister had at last recognised that the two systems of 16-plus examinations were divisive and wasteful. The change was supported by most informed opinion, including teachers, examination bodies and employers.

When the old GCE boards were retained when the O level examination was being abolished? It was to be hoped that the minister was not trying to retain the O level examination under another name.

In this connection (he continued) was the purpose of having a distinction certificate? Is it the Secretary of State's sop to the Tory right, bringing back matriculation through the back door, and in which subjects does he believe that ought to be differentiated papers?

The old CSE and O level were designed to cover 60 per cent of the relevant age group. What proportion would the new examination system cover? Would other types of assessment, such as profiling and continuous assessment, be encouraged under the new system?

Sir Keith Joseph said the GCE boards were being retained as an important part of the system. The standard setting mechanism. The distinction certificates were to encourage excellence and the

proportion of the population for whom the new system was proposed was 100 per cent.

There would be a parallel Government initiative, records of achievement, which would be brought into effect after pilot schemes as soon as practicable.

Mr Clement Freud (North East Cambridgeshire, Lib) said the success or failure of the scheme would depend on the cooperation of the teachers. The Secretary of State should do his best to improve the current strained relationship between his department and the teachers' unions.

Sir Keith Joseph said effectiveness in education depended upon cooperation with the teachers. The programme the Government was proposing would definitely involve special in-service training provision for some of its features.

Mr George Walden (Buckingham, C) said that outside the House and the educational establishment only one question would be asked as a result of today's statement: whether the Government was merging up or down.

Sir Keith Joseph said the Government was merging up. The system it proposed would be tougher, clearer and fairer. It would stretch the able and the average more.

Mr Dennis Skinner (Bolsover, Lab): He can play around with structures and cosmetics and meddle with the arrangements in schools but the real problems are more money for education, teachers being properly paid, and young people who need motivation to pass exams have got to have a job at the end of it.

Sir Keith Joseph: The sad fact of long queues of unemployed owes much to the ignorance and obstructiveness of his attitude. The small minority who think like him, are sub judice. Those miners who have been arrested and perhaps initially charged have not received a fair trial yet, and Mr Malone, who is a lawyer and knows about these matters was deliberately referring to the common criminals. He should be sub judice, if I would have said it.

The Speaker: He must be responsible for his statements. I am concerned about accusations about MPs.

Mr Harry Ewing (Falkirk, East, Lab): May I ask you, Mr Speaker, to operate the sub judice rule on the strictest basis possible.

Both Mr Malone and, more surprisingly, the Solicitor General have prejudiced the trial of every miner charged over the past few weeks and there are now no circumstances in which those miners can possibly have a fair trial.

The Speaker: I was listening carefully and he and the House may be sure I listened with great care for sub judice matters but no individual names were mentioned.

Mr Dennis Skinner (Bolsover, Lab): You, Mr Speaker, and many others before you have said clearly when matters are before the court it is for MPs, with special reference to this side, to invoke the idea that people have been charged and prosecuted.

Everyone of the 700 miners is an individual case so you cannot say, because there are a lot, forget about them, and they are only miners. They are the wealth creators, working class people who are branded under the sub judice rule. Those people should be treated in the same way as those who represent the establishment.

Mr Malone: My position is perfectly clear. No distinction should be made by the Solicitor General when people are prosecuted, whether they are common criminals or miners on the picket line. I made no allegation about people arrested on the picket line.

Mr Malone: Treat them as common criminals.

Mr Fraser: The police have an extremely difficult job to perform. Repeatedly they have had quite the same violent incidents that have been experienced in the south.

Mr Donald Dewar, chief Opposition spokesman on Scotland: Will Mr Fraser dissociate himself from the assumption apparently made by Mr Malone that everyone who is charged is by definition a common criminal.

Mr Fraser: Those people who are charged with criminal offences arising out of incidents in this action do not fall into any special category. If they are convicted it will be because they have been in breach of the criminal law of Scotland. In those circumstances, once convicted, the description Mr Malone gave is wholly accurate.

Mr Tom Doherty (Linlithgow, Lab): To say that is a common criminal. Of an unchanged prisoner is an unparliamentary word. It is quite as bad as calling anybody a liar.

The Speaker: I hope that I did not hear anybody here accuse another MP of being a common criminal.

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Government defeated on postal ballots for union leaders

HOUSE OF LORDS

The Government was defeated by 20 votes in the House of Lords late on Tuesday night when an amendment was carried to the Trade Union Bill providing that elections to trade union national executive committees of people with voting rights must be conducted by postal ballots.

The amendment also laid down that responsibility for the surveillance of the distribution, return and counting of voting papers should be in the hands of an independent body. It was carried by 85 to 65.

The Earl of Gowrie, Minister of State, Privy Council, said the Government preferred its own proposals which would provide an incentive to postal ballots but the mover of the amendment, Lord Belfort (C), explained that his purpose was to establish the principle that direct postal ballots should be the norm and departures from this norm should have to be justified.

Lord Belfort said the Government had introduced two amendments which were meant to deal with the criticisms of its scheme and the case for postal ballots. They bore the mark of ministerial inventiveness but the work of some civil servant whose idea of a badly contested election was the annual ballot for the committee of the Athenaeum.

In these amendments, the Government sought to be thrashing the burden of making certain that malepractices did not occur either on individual trade unionists or the courts. In the second amendment the Government gave away its entire case on practicability. If postal ballots became practicable because a court had ordered them, why should they not be practicable from the beginning and included in the Bill?

The minister should think again and come back with a suggestion which would make postal ballots the normal method by which the governing bodies of trade unions were elected.

Lord Marshall (Ind) said all the amendment sought to do, was to provide ordinary members of trade unions with the protection of secrecy when they took part in a ballot which would be a highly controversial matter.

As well as support from the Labour Opposition, the Government would have the support of the Socialist Workers' Party, Militant Tendency, Arthur Scargill and the Morning Star.

He could not begin to understand how anyone could support the principle of compulsory ballots but these things concerned the right to cast their votes without fear of intimidation or ballot-rigging which had been widespread in trade unions for generations. Ballots of themselves did not prevent corruption in the trade unions. It was the

Lord Denning, supporting the amendment, said that he could imagine there being case after case brought by individuals before a judge challenged the fairness of the normal method by which the governing bodies of trade unions were elected.

The only safe, unchallengeable form of ballot was a postal ballot. That was why it was proper to accept the amendment at least in principle.

Lord Maudslayi (C) said he preferred the Government amendment which gave a reasonable opportunity to vote by post, and which would produce a mixed system.

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way in which they were conducted which mattered.

Workplace ballots were not and could not be secure from interference and they could not be secret because people who worked together were bound to be aware of the views of their workmates.

During the miners' strike, some very brave men had fought their way, with the aid of the police, through the screaming and fighting ranks of Arthur Scargill's storm-troopers.

When the strike was over, those same things would be back in charge of local union branches. Among their other duties would be the task of ensuring fair play in the ballots. They would not easily argue or forgive those who challenged their authority.

Yet they were told by the Government it would be wrong to allow people to vote in the security of their own homes so that nobody could know how they voted because nobody would know whether they did vote.

The House should consider whether the bullboys seen on the TV screens would be more likely to support or oppose the amendment. He had no doubt the militants would oppose it.

Lord McCarthy, for the Opposition, said he was not saying there were no malpractices. He was saying the danger of malpractice that existed in all voluntary organisations existed in trade unions but, by and large, they were no worse than anywhere else and did not justify what was being proposed in the amendment.

The amendments he would be moving later were designed to provide for postal voting, where intimidation was feared or malpractice proved, and to act as a powerful incentive for unions at large to move to a system of postal ballots.

It would not be right to require unions to conduct elections by post in all circumstances.

Trade union leaders would do everything they could to frustrate the legislation and they had a duty not to furnish them with the arguments they were seeking. They must not be given a easy target.

The amendment would give them the opportunity denied to the Government's proposals which would offer no justification for any union refusing a postal vote to members asking for one.

The difference between the Government and supporters of the amendment was one of timing and method and not of purpose, but timing was critical. It would not be wise at this time to be as prescriptive or severe as Lord Belfort had proposed.

The Committee stage was adjourned until Monday.

Mr Younger: It is this Government which has given nurses a pay review body, has accepted in full the first recommendations of that body and on pay has dug into the contingency fund to pay 80 per cent of that from its own resources.

Mr Angus MacKinnon (West Renfrew and Inverclyde, C) asked for confirmation that under this Government the enviable position of Scotland in relation to the rest of the United Kingdom in terms of a better ratio of doctors and nurses to patients was being maintained.

Mr Younger: That is so. It is a reflection of the fact that Scotland has a greater health problem than the rest of the UK and the Government therefore allocates greater funds to deal with it.

Mr Dennis Canavan (Falkirk, West, Lab): How much additional funding would have been available to NHS patients if highly paid consultants at £1,700 in 1983-84 - almost double in cash terms - this has allowed for real growth in the health service of 7 per cent.

Mr Hector Monro: This is excellent news and totally refutes the irresponsible statements by socialist MPs and trade unions about cuts. Mr Younger: It makes the so-called health service cuts campaign look ridiculous.

Mr William Hamilton (Central Fife, Lab): Since the nurses pay increase awarded a week or two ago will mean that they are worse off in real terms than in 1974 and since the Government presumed an increase in salaries of 3 per cent does not mean that in the event, of them getting 6 to 7 per cent there will be a worse service for patients?

Parliament today

Commons (2.30): Debate on Opposition motion on new technology. Lords (3): Health and Social Security Bill, committee, third day.

Active support for Kinnock

But if Mr George Wright takes over there will be a determined attempt to restore the tradition of strong personal leadership that was started by Ernest Bevin. Mr Wright is regarded as the more right-wing of the candidates, but it would probably be more accurate to see him as the more pragmatic. He would be prepared to do business on behalf of the union with any government that held office. But he would also be active in Labour politics, and his power would be exercised very much in support of Mr Kinnock.

So too would the influence of Mr Murray's probable successor, Mr Norman Willis. The general secretary of the TUC does not carry the same clout in the Labour Party as the general secretary of the TGWU. Mr Willis is that he will be personally become a leading force in Labour politics. The tendency will be to maintain the present style of collective leadership in the union.

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Commentary



Geoffrey Smith

Mr Alistair Graham's removal from the General Council of the TUC is bad news for the Labour Party as well as for the trade union movement itself. He emerged at the TUC last September as the epitome of a modern, moderate, realistic trade union leader. His taunting of Mr Scargill went down well in the conference hall and must have struck an even more responsive chord in the country.

Although he was arguing that the trade union movement, with its separate interests, should not breathe down the neck of the Labour Party, his remarks should have been reassuring to more thoughtful Labour members. As he said, the greatest favour the TUC could do the Labour Party was to restore the standing, influence and popularity of the trade union movement.

But if Mr Graham's prominence then was a move in that direction, his partial eclipse now will have precisely the opposite effect. My guess is that it will be only temporary. The Civil and Public Services Association (CPSA) is known as a highly volatile union. The left-wing executive which was elected last month may well be replaced next year by a right-wing one, which would restore Mr Graham to the general council.

In any case, his position as general secretary of the union seems secure, probably beyond the remaining two years of his present term of office, because he is elected by all members of the union in a postal ballot.

By its amendment to the Trade Union Bill on Tuesday evening

Hongkong team to tell Peking of worries over territory's future

From David Bonavia, Hongkong

Three unofficial members of Hongkong's legislative council leave here today to meet senior Chinese leaders in Peking and discuss the future of the British-ruled territory, sovereignty over which is due to revert to China in 1997.

Sir Sze-Yuen Chung, Miss Lydia Dunn and Mr Lee Wuo-Wei who hold their posts on the council through appointment by the Governor, are hoping to make Peking more receptive to the views of Hongkong people on the arrangements for transfer of sovereignty and the political system thereafter.

Meanwhile two Foreign Office experts, Dr David Wilson and Mr Fred Burrows, left for the Chinese capital yesterday to prepare for technical discussion about the drafting of a Sino-British agreement which is expected to be finished by September.

Mr Burrows and Dr Wilson have had a busy round of talks here with Sir Edward Youde, the governor, Sir Philip Hadden-Cave, the chief secretary, and other officials.

Sir Sze-Yuen, a prominent industrialist and public figure, said before leaving for Peking: "We are trying to get the best settlement for the people of Hongkong." Miss Dunn is a businesswoman who has been active in public affairs in recent years, and Mr Lee is a prominent banker.

The three are broadly representing the views of the unofficial members of the legislative and executive councils, the closest thing Hongkong has to a "loyal opposition". Council members visited London recently to put their views to Government leaders and MPs.

Their expressed concern is that they and other public figures in Hongkong should be

given a chance to debate the terms of the future Sino-British agreement.

The accord is expected to provide for 50 years of internal autonomy for Hongkong after 1997 as a "special administrative region" of the People's Republic of China. Peking would be broadly responsible for Hongkong's foreign relations and defence, although it would be permitted to negotiate trade deals and related matters on its own. Chinese troops would replace the present British garrison from 1997 on.

The capitalist, laissez-faire economy which has been so successful in building Hongkong's prosperity is to be retained for that period, as well as the British-style legal system, and freedoms of expression and travel which Hongkong people enjoy at present. However, many local people are worried about the lack of guarantees for those promises in view of China's unstable political course in the past 35 years of Communist rule.

The biggest difficulty is expected to be in planning of increasingly democratic organs of government for Hongkong, where so far there have been elections only for seats on the urban council and rural district boards.

The Chinese leaders understand the word "democratic" in quite a different light from its meaning in the West. Although it claims to operate "democratic centralism," the Chinese Communist Party exerts control over all important decisions in China, and the electoral process there is a rubber stamp.

Chinese officials are concerned that any democratic ferment in Hongkong might throw up political figures too independent for Peking's liking. Hongkong's choice, page 12

Marcos gun squad kills 5 in Manila

From Keith Dalton, Manila

Manila's "secret marshals" have shot dead five suspected criminals two days after President Marcos ordered a squad of 1,000 men to ride on city buses to protect passengers from pickpockets and robbers.

Despite "shoot to disable" orders, all five men were shot in street open battles and died from multiple wounds to the upper body, mostly in the chest and head. Three others who escaped were believed to have been wounded.

The deaths and apparent disregard of the "shoot to disable" orders has convinced human rights lawyers that Manila is about to witness a repetition of the 1982 killing of scores of alleged criminals by an earlier band of "secret marshals".

Strong criticism of these execution-style killings, which began in August 1982, caused the violent anti-crime campaign to peter out after several months.

"It's 1982 all over again," Mr Rene Saguisag, a human rights lawyer said yesterday. He claims that personal and political enemies were liquidated during the first campaign.

President Marcos said on Monday that the secret marshals were needed to combat "a resurgence of heinous and other criminal activities."

Police say the five men killed were heavily tattooed, indicating that they were criminal gang members. They also allege the suspected criminals opened fire first after ignoring appeals to surrender.

Howe denies lethargy over Grenada crisis

By Philip Webster, Political Reporter

The British Government yesterday rejected criticism by an all-party committee of MPs that it had been lethargic during the days leading up to the invasion of Grenada by the United States on October 25 last year.

Sir Geoffrey Howe, the Foreign Secretary, denied any suggestions that embassies and high commissions abroad were not active in seeking information about the developing crisis, that ministers and officials in London failed to assess the available information promptly and to the best of their ability, or that the Government failed to respond with action as the crisis developed.

In a critical report published in April the Commons foreign affairs committee accused the US Government of deliberately keeping Britain in the dark about its intentions.

It described the Conservative Government as "reacting passively to the events unfolding in the Caribbean and basing its reaction to those events entirely on the advice received from Washington, which in the end proved to be unreliable advice."

Sir Geoffrey, in his reply to the committee, said the Government expressed reservations to the United States about ideas for military action on October 21 and 22. Both he and the Prime Minister personally approved the order to HMS Antrim to sail from Cartagena on October 23.

On October 24 the Government had made it plain to the United States that Britain was against military action. The High Commission in Bridgetown alone sent 30 telegrams about the crisis between October 19 and 24, and Britain had representatives on the spot throughout the crisis. He did not believe an emissary from London would have been any better placed to conduct discussions with Caribbean leaders.

The Foreign Secretary's response to the committee was, as expected, low-key, reflecting the Government's desire not to cause any further upset in relations with the United States.

Government reply to 2nd report from the Foreign Affairs Committee, Session 1983-84 (Stationery Office, £2.25).

279,114 flights that beat the Russian blockade

From Michael Binyon, Berlin



Thirty-five years ago the Russians lifted their blockade of West Berlin, admitting defeat in their 12-month attempt to starve 2,500,000 people into submission to Communist rule. Four months later the Western allies flew their last plane to the beleaguered city, ending the famous airlift that lasted 462 days and transported over 2,325,000 tons of food, coal and other essential supplies.

The blockade, more than any other Soviet action, signalled the end of the wartime alliance and the start of the Cold War. The airlift fundamentally changed the relationship between the victorious Western allies and the battered people of West Berlin, transforming the occupying forces into the protectors of a beleaguered city.

Today, while cautious progress is being made in relations between the two German states and the 1971 four-power agreement guarantees a semblance of normality to West Berlin, the lessons of the airlift have not been forgotten.

Templehof airport, built in grandiose style by the Nazis, occupied by the Americans and used as the main touchdown point for the stream of Dakotas that arrived once every 90 seconds at peak periods, is still

maintained in readiness for another airlift, even though all civilian traffic has moved to the airport at Tegel.

The three air corridors, the lifelines across East Germany through which 350 planes made 279,114 flights, are still vital to Berlin and to Western defence.

And the goodwill earned in 1948 and 1949 by American "candybomber" pilots who dropped lollipops to the children watching on the mounds of rubble at the end of the runway, has never been dissipated. Berliners still gather for the annual anniversary ceremonies at the three-pronged airlift memorial to the 39 British and 31 Americans killed in crashes and accidents during the emergency.

The blockade began, without warning, on June 24, 1948, when the Russians imposed a total ban on food and power supplies to West Berlin. Road, rail and water transport between the city and West Germany was also halted. West Berliners were still free to move in and out of the city - the Wall had not been built - and Russians tried to induce them over to the East with promises of extra rations.

Allied reaction was swift. General Lucius Clay, head of the American military government, organized airborne supplies within 48 hours. Transport squadrons, equipped with DC4 Skyliners, were put on standby at bases all over the world and ordered to Germany.



Airborne lifeline: Three children watching the airlift amid West Berlin's rubble.

They were joined by RAF squadrons on June 28.

Forty days after the blockade began, 81 DC4s and 74 DC6s were flying round the clock to Templehof and Gatow, the British airbase in Berlin. On July 5 the first British flying boats splashed down on the Havel river. On July 7 the first plane load of coal was flown in.

The Allies used airstrips all over Germany to load supplies, and the French, who did not fly

during the airlift, built Tegel as a third touchdown point. Bad weather often created difficulties, but only once, for three hours on August 13, were flights called off because thick fog left pilots with no idea where they were. Radar experts allowed 85,000 planes to land on instruments in zero visibility in Berlin and West Germany during the airlift.

During the blockade essential services were reduced to a

minimum. Public transport shut down at 6pm, electric power was available twice a day for periods of two hours each, and gas consumption was drastically reduced. People grew what they could and ate mainly dried food, which was easier to fly in. For the entire winter each household was issued with 25lbs of coal.

Berliners remember the blockade more for the cold than for the hunger. It was a bitter

winter and all city's trees were used for firewood. Coal, making up two thirds of all cargo, had to be used to generate power.

The key men in the operation were the loaders. Herr Hans Günther, 21 at the time and still working today with the American police at Tempelhof, said in the first month it took a shift of 12 men 20 minutes to empty a plane of coal. The rate was quickly stepped up and on April 16, 1949, 2,764 planes ferried in a record total of 13,147 tons of cargo. In the final months the Allies organized a competition and Herr Günther was in the winning team that unloaded 189 100lb sacks of coal in 4½ minutes.

He remembers various incidents as he demonstrates his awards and photographs: the plane that, unannounced, brought in DM5m in new West German currency; another plane full of single cartons of cigarettes and cornflakes that took an eternity to unload; the time when a pilot, looking at his watch, took off with a loader who was still getting out an awkward sack and brought the bewildered man back on the next run four hours later.

Today Tempelhof is silent. The only traffic is the occasional American military plane from bases in West Germany and a flight a month from North Carolina to give American-based pilots experience of flying through the air corridors.

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Britain to protest over Israel's treatment of attache in 'spy' incident

From Christopher Walker, Jerusalem

Britain is to complain to Israel about the treatment of Colonel Peter Mitchell, its military attache, who, with two Italian colleagues, was detained for two-and-a-half hours on Tuesday under suspicion of illegally photographing a military airbase.

British officials have been angered by press suggestions that Colonel Mitchell, the Italian military attache and the deputy air attache, were spying, and that they later exposed their film in order to destroy evidence.

Officials believe a false version of events was circulated by the Israeli police, who initially detained the men.

An embassy spokesman told *The Times*: "The matter is still being studied, but as far as we are concerned, we are satisfied that the Colonel did nothing wrong."

"We intend to raise the matter with the Israeli authorities to complain at the treatment he received from the police despite his diplomatic status and the fact that he did nothing wrong."

Colonel Mitchell, aged 52, is from the Duke of Wellington's Regiment and has served in the British Embassy here for the past 18 months. In 1947 he was awarded the OBE for services in

Northern Ireland and he has also served as deputy military attache in the Netherlands and at the headquarters of the British Army of the Rhine.

The embarrassing affair which began on Tuesday morning has been marked by widely conflicting accounts from European and Israeli sources.

It has been complicated by the fact that neither the British nor the Italian ambassadors have been able to register a protest in person because they have been unable to enter the Israeli foreign Ministry, whose employees are working to rule as part of a pay dispute.

According to the British, the three - all in civilian clothes - were stopped by the police a few miles from the base, forcibly detained in their vehicle and only later allowed to go to the foreign liaison office at the defence ministry in Tel Aviv.

There, as a gesture of good will and under protest, they agreed to expose the film in their cameras, the spokesman explained.

An Italian source said that none had taken pictures of military installations but they had refused on principle to waive their diplomatic immunity and allow their film to be examined by the Israelis.

The British official denied

two charges given wide circulation in yesterday's Israeli newspapers and described local media coverage as "sensational". He stated that the men had never entered a restricted military area, and had remained at all times on the public highway. He added that Colonel Mitchell had "had at no time" taken photographs of military installations.

The Israeli police, for their part, claimed that a civilian had reported three men taking photographs of the air base at Tel Nof, about 15 miles south of Tel Aviv.

A spokesman said that when approached, the diplomats had wound up the windows of their vehicle, displayed diplomatic documents through the glass and refused to communicate with the police until a member of the Army's liaison unit arrived some time later.

Here were signs last night that the Israeli authorities were trying to minimize the diplomatic damage caused by the incident and local reports said there was no question of the attachés being expelled.

The affair has arisen at a sensitive period for Anglo-Israeli relations when Israel's Defence Ministry is attempting to persuade Britain to cooperate in joint weapons development.



Vienna outrage: All that remains of the diplomat's car yesterday in Prinz Eugen Strasse

Bomb kills Turkish diplomat in Vienna

From Richard Bassett, Vienna

A bomb which exploded here outside the Turkish Embassy killed a diplomat and injured several pedestrians yesterday.

The 12lb device, which the police think may have been operated by remote control, exploded in a car being driven by Mr Ozgen Erdogan, described variously by diplomats at the embassy as a commercial attaché or an expert on labour affairs.

Witnesses said that Mr Erdogan had just driven up to the embassy and spoken to the police guard when the bomb exploded. The policeman on

duty was critically ill in hospital.

Damage was slight however to the nineteenth-century residential palace in the fashionable Prinz Eugen Strasse which houses several embassies.

Although Mr Erdogan was an Embassy employee his status is unclear. His name does not appear on the latest diplomatic list and his car, according to police reports did not bear a diplomatic registration number.

PARIS: The self-styled Armenian Revolutionary Army

claimed responsibility for the explosion in a telephone call (Reuters reports).

A woman said that members of the group had claimed responsibility already for bomb attacks in Vienna, Brussels and Lisbon.

The caller said: "We chose Vienna for its symbolic value, because those who avenge the genocide struck there the first time in 1975."

Three men burst into Turkey's Embassy in Vienna in 1975 and killed the ambassador.



Mr Ozgen Erdogan: Status unclear

Andalusia's favourite author goes home

From Richard Wigg, Madrid

Mr Gerald Brenan, doyen of British writers about Spain, is due back today at the home he built in Andalusia if everything goes as the Spaniards plan.

This follows a public outcry here after the 90-year-old author of *The Spanish Labyrinth* left to live in an old people's home in Pinner, Middlesex.

Characteristically, the Spaniards have no doubts that they are doing the right thing. After arriving at Malaga airport, Mr Brenan is due to be taken by the mayor back to triumph to the small town of Alhaurin el Grande near by, which he left just over a month ago to the complete surprise of local inhabitants.

The outcry, when it was discovered that perhaps the most distinguished Briton living in southern Spain had departed, was quickly taken up by the Spanish press. It recalled that during Mr Brenan's almost 60 years in this country he brought to Spain Virginia Woolf, now highly fashionable in Spanish cultural circles, as well as Lytton Strachey and Bertrand Russell.

The outcry has swamped the patient efforts of Mr Brenan's old friends in England who were convinced that he only wanted to come home and to die in his native country. So the return remains controversial.

"The only thing we are doing is respecting the wishes of Gerald Brenan," Señor Javier Torres Vela, Andalusia's regional councillor for cultural matters, emphasized.

"I think he went to England as an experiment, but after three or four days in the home realized he had done the wrong thing - as he told me."

"I was in London only to ask him personally. We would have respected his wishes if he had wanted to stay."

The Andalusian Government is to assist the town council of Alhaurin, which last year named a street after the author, to defray the expense of having a housekeeper and a nurse to look after him.

Some people in Andalusia may question this public expense. But Señor Torres insisted that Andalusia must show gratitude to the writer of books like *Literature of the Spanish People* and *South from Granada*. "He understood us better than we understood ourselves," the socialist politician declared.

In spite of the sales of his books in the United States and in Britain, Mr Brenan has been living with little means for several years now. Friends in Britain said they organized the home, believing he would get there the medical help he needed.

Kuwait may buy missiles elsewhere

Manama (AFP) - Kuwait

yesterday regretted the US refusal to sell it "Stinger" portable anti-aircraft missiles like the 400 recently sent to Saudi Arabia, but noted it could buy missiles from other countries.

"The arms markets are open to those who can pay," Mr Abdul Aziz Hussain, Cabinet Affairs Minister and official government spokesman said.

Sheikh Salem al-Sabah, the Kuwaiti Defence Minister, is to pay a long-planned visit to the Soviet Union on July 9. Sheikh Sabah al-Ahmad al-Sabah, the Kuwaiti Foreign Minister, appealed for Stinger missiles on Monday to strengthen air defences after attacks on Kuwaiti oil tankers in the Gulf on May 13, May 14 and June 10.

Kuwait - which blamed the attacks on Iraq, at war with Iraq for 44 months - is seen as vulnerable to such attacks because unlike Saudi Arabia it has no pipelines linking its oilfields to outlets other than the Gulf.

The US state department said yesterday that it did not plan any sale to Kuwait of Stinger missiles.

PEKING - China has condemned Washington's planned sale to Taiwan of 12 modern military transport aircraft, worth \$325m (about £230m) with spares and training as a violation of US pledged to Peking.

Last week Mr Zhang Aiping, the Chinese Defence Minister, signed an agreement in principle for the sale of US arms supplies to the Communist mainland.

Mr Yu Zhizong, spokesman for the Foreign Ministry, said yesterday that the sale of the C-130 Hercules transports infringed joint communique of August 1982.

Portuguese leftist leader held in anti-terrorist round-up

From Martha De La Cal, Lisbon

Major Otelio Saraiva de Carvalho, the populist officer who led the radical left after Portugal's 1974 revolution, was detained yesterday. He was the thirty-sixth person to be arrested in a national round-up of suspected terrorists.

In 1976 he was the presidential candidate backed by the radical left party Forças da Unidade Popular (FUP). The police, who have arrested the party leader, Senhor Pedro Goulart, already, claim FUP is connected with a terrorist group.

The Portuguese Ministry of Defence said earlier that the 35 persons arrested on Tuesday were suspected of being members of the terrorist organization Forças Populares 25 de Abril, responsible for the killing of 12 people, most of them industrialists, and several bank robberies since 1980. More than 300 police were involved in the operation, borders were wat-

ched and the headquarters of FUP were searched.

Senhor Rui Machete, the Minister of Justice, said that in the search several tons of documents were confiscated and 24 military weapons were found. He said that the police discovered several "safe houses" for terrorists and one "prison".

The minister said that the people arrested were mostly between 30 and 35 years old. He said there were obviously "brains" behind the terrorist organization, but refused to say if any of them had been arrested. He hinted that the Forças Populares 25 de Abril might have some connexion with the Portuguese Communist Party, but said his people have not found any proof.

Senhor Alvaro Cunhal, the Communist Party leader, whose party had denied any links with the terrorists, pointed out that

his party and labour organizations connected with it have consistently condemned the terrorist's actions and said that it was a tactic of the radical groups to exploit the legitimate claims of workers as justification for their acts.

The round-up came on the same day the Socialist/Social Democratic coalition government of Senhor Mario Soares presented a new internal security law to Parliament. This caused most observers to see it as a political move to make the country admit the need for the law, which will restrict the rights of citizens in special cases.

The internal security Bill before Parliament will permit house searches without a warrant in special cases. The Minister of the Interior and the Minister of Justice will be able to authorize the opening of mail and the tapping of telephones.

Progress on Spain's EEC membership

From Ian Murray, Brussels

Spain can still hope to be a member of the European Community from the start of 1986, after real if difficult progress in the latest round of negotiations in Luxembourg this week.

The target date for completion of the negotiations has long been set as September 30, in order to give the necessary time for ratification of entry by all the member-states. After months of near total blockage in the discussions, this week has seen a breakthrough in the two

most difficult areas - agriculture and industry.

The argument is essentially over the so-called transition period after Spain joins the Community but before it has full rights as a full member. On the one hand it wants access to European markets for its agricultural products as quickly as possible. On the other it wants to keep out EEC industrial products for as long as possible.

This week's discussions succeeded in reaching a loose but possible timetable in both areas. On the agricultural side the deal came closest to being struck. On

the industrial side there remains a closeable gap of one year to argue about when the two sides next meet at the end of next month.

The tentative agricultural deal would mean that Spain would be able to send only a limited group of products to the rest of the Community on payment of a reducing amount of duty over the first four years. The group would be widened after seven years, but it would be only after 10 years that all Spanish agricultural products could enter the rest of the Community.

Le Pen sets sights on dislodging Communists

From Diane Geddes, Paris

At his first press conference since the European elections, an aggressively jubilant M. Jean-Marie Le Pen, leader of the National Front, made it clear that the party intended to build on its spectacular success in the EEC elections to oust the Communist Party once and for all as the fourth political force in France.

M. Le Pen claimed that had it not been for the electoral fraud traditionally indulged in by the Communists, the National Front would already have overtaken them. The National Front and the Communist Party came neck and neck in Sunday's elections, both obtaining 11 per

cent of the poll, representing more than two million votes each.

"M. Le Pen strongly denied suggestions that the National Front explosion into the forefront of politics would be simply a flash in the pan, doomed to disappear almost as quickly as it had arisen."

Commenting on a statement in yesterday's *Le Monde* by M. Jacques Chirac, firmly excluding any question of negotiating between his Gaullist RPR party and the National Front, M. Le Pen said that he personally was prepared to hold talks with anyone, but that he would not be seeking any favours.

Climbdown by president

Honduras strike is averted

From Alan Tomlinson, Tegucigalpa

Austere economic measures forced on the Honduran Government by the International Monetary Fund and the United States have brought the country to the brink of a general strike.

Unions agreed to hold off their action only seven hours before the strike was due to start yesterday when President Somoza Cordova agreed to revise his emergency package through "national dialogue".

The confrontation leaves the Liberal Government, the first civilian to rule Honduras for two decades, in a deepening state of crisis.

The IMF insisted on some

tough measures before it would continue to bale out Honduras, including devaluing the Lempira, slashing public spending and increasing taxation. The Reagan Administration, which has promised \$15m aid this year, refused to release \$50m of it until President Somoza showed he was willing to impose the measures.

After much procrastination in the face of growing disillusionment with his Administration, President Somoza clipped his budget, raised indirect taxes and announced that part of public employees' salaries would be paid in government bonds. He balked at devalu-

No sign of softening in steel strike

From Michael Binyon, Bonn

With more than 45,000 people made idle by the engineering strike, union leaders and employers convened yesterday for the start of arbitration talks led by Herr Georg Leber, a former trade union leader and Social Democratic minister, but neither side gave any sign of softening its position.

The strike, called in the Stuttgart area by IG Metall, the metalworkers' union, has now lasted over five weeks and has cost the West German car industry billions of marks in lost production.

The union leaders insisted, however, that they were still pressing for a general five-hour reduction in the working week, while employers, who have ordered more lockouts in response to the strike, were standing by their refusal to consider this.

The arbitration board of eight members does not have any binding powers to enforce a settlement, but Herr Leber said after the first round of talks that although each side has hurriedly sent at each other he hoped they had not been tipped with poison.

Both Herr Hans Peter Stihl, for the employers, and Herr Ernst Eisenmann, for the union, had expressed hopes beforehand for an agreement.

Herr Hans Mayr, leader of IG Metall, said that the lockouts had caused more damage to the economy than the strikes in the Stuttgart and Frankfurt areas, and he accused the employers of trying to crush the unions.

Herr Karl-Otto Pöhl, President of the Federal Bank, told journalists in Basle on Tuesday that the strikes would mean a lower growth rate in West Germany this year, and Herr Norbert Blum, the Labour Minister, said that such a

statement from a man who was beyond the suspicion of bias proved that the strikes would affect the fruits of the Government's savings.

Meanwhile, arbitration was continuing in the printing industry, where random strikes by IG Druck, the militant printers' union, have caused havoc in the publication of newspapers.

A further 12,700 printers were called out yesterday. Printers in Frankfurt, where two of the main national newspapers *Frankfurter Allgemeine Zeitung* and *Frankfurter Rundschau* are published, announced yesterday they would call an unlimited strike, halting production indefinitely.

Solidarity challenges official poll figures

Warsaw - Solidarity underground claimed yesterday that the Polish Government had exaggerated by 15 per cent the true voting turnout in last Sunday's election (Roger Boyes writes).

The authorities said earlier this week that nearly 75 per cent of the country had voted in local and regional council elections. That showed, they said, that the Poles had decisively rejected the Solidarity appeal for a boycott and broadly supported the line of the Jaruzelski government.

Yesterday, two clandestine publications, one signed by a dissident mathematician, Mr Konrad Bielinski, said that they had secretly monitored every polling station in Warsaw. Some underground sympathisers had taken random five-minute sampling throughout the day while other groups had watched the inflow and outflow of the polling stations.

The result was that 57.4 per cent of the 1.24 million Warsaw residents entitled to vote actually cast one. That compared with the official figure of a 72 per cent turnout in Warsaw.

Mass murder suspect held

New York (Reuters) - A 34-year-old man has been charged with killing 10 people, including eight children, in the biggest mass murder in New York's history.

Police Commissioner Benjamin Ward said that Christopher Thomas, who is in custody in a Bronx jail on a rape charge, had "erroneously" thought that the owner of the house where the killings occurred last Easter had been having an affair with his wife.

Killer executed

Starke, Florida (AP) - Carl Shriver, aged 30, a boyish-faced drifter convicted of killing a store clerk during a robbery in 1976, was executed yesterday in the electric chair at Florida state prison.

Football racket

Belgrade (Reuters) - A group of 20 football officials, referees and players have been sentenced to jail terms ranging from three to 18 months for bribery and keeping secret funds.

Foul play



White schools in Cape Province of South Africa have been ordered by the Education Department to destroy - "burning is the most practical method" - all copies of *Boys and Girls*, a play by Athol Fugard (above). Parents and other bodies had complained of the play's foul language.

Paper profit

Madrid: *El Pais*, the Madrid daily newspaper, has reported profits of around £3m for last year, the best since it started publication in 1976. Its daily circulation is 340,000.

Stamped on

Hamburg (Reuters) - The World Postal Union Congress in Hamburg decided by a large majority not to put on its agenda an Arab-sponsored motion calling for Israel's expulsion after the United States threatened to suspend its participation.

Peking luxury

Peking (Reuters) - Peking's 1,007-bed Great Wall Hotel officially opened yesterday to the sound of drums, gongs and firecrackers. The Sino-American joint venture cost \$50m.

Post at Post

Washington - Mr Leonard Downie Jr., aged 42, has been appointed managing editor of *The Washington Post*. He was the newspaper's London correspondent from 1979-82.

Rogue elephant

Salzburg (AP) - A circus elephant charged and killed one of its handlers during a training routine here and was put to death.

Cupboard corpse

Brussels (Reuters) - Local government officials investigating a stench in their office discovered the body of a man in a cupboard. A bottle of pills was found beside the body.

Traffic Hazard

Zurich (Reuters) - A cyclist protesting against motor traffic was run down and badly injured by a car. He sat on a busy road to block the traffic some cars avoided him, but one hit him.

Ruling on dioxin waste shuts Hamburg plant

Hamburg (Reuters) - A West German chemicals company said yesterday that it was closing its Hamburg works because it could not meet city government orders to remove deadly dioxin-contaminated waste from the site. It is thought to be the first time that West German authorities have attempted to force a company to halt production for environmental reasons.

A spokesman for the work's owners, C. H. Böhringer Sohn, said the case had set a precedent which could cause serious problems for chemical firms throughout the country.

Herr Wolfgang Curilla, Hamburg's Environmental Affairs Senator, ordered the firm not to store waste from production of the pesticide lindan after tests showed it contained unusually high dioxin levels. A local court upheld the ruling on Monday.



Atom auction: An unusual nuclear reactor vessel, from an abandoned site, being auctioned in Lacey Township, New Jersey. Worth more than \$10m, it fetched \$192,000.

Accused doctor wouldn't hurt a fly, court hears

From Ivor Davis, Santa Monica, California

Dr Brain Richards, the London doctor accused of trying to hire a killer to dispose of his partner, was described by the partner's wife as "totally honest, an unviolent man incapable of hurting a fly".

On the second day of Dr Richards's trial, the defence opened with evidence from Mrs Caroline Stephan, estranged wife of Dr Richards, aged 52. She was followed on the stand by Dr Richards, aged 52.

He is accused of soliciting Dr Ronald Bennett, an American,

to arrange for the death of his colleague. The police say that he offered Dr Bennett \$2,500 (£1,700) to kill Dr Stephan as well as a half share in their lucrative practice.

He allegedly told Dr Bennett that if Dr Stephan died he would inherit the sex clinics the partners ran. However, Mrs Stephan, who said she was divorcing her husband, testified that she would have inherited the business if he had died.

She also said that Dr Bennett, who met her for dinner one night in London, had threatened her husband's life. She also denied that she

wanted her husband killed. Dr Richards was arrested last October, contends that although he did discuss making his partner disappear, with Dr Bennett at three meetings in Los Angeles and Malibu - to which were secretly taped - he was never serious about it.

His lawyer, Mr Peter Brown, said he was simply playing along with Dr Bennett, who, Dr Richards claimed, made death threats against Dr Stephan. The prosecution wound up its case after one-and-a-half days' testimony. Dr Richards told the jury that he did believe Dr Bennett had "connections

with people capable of carrying out evil deeds."

The prosecutor, Mr Thomas Sokolov, who had presented evidence showing Dr Richards allegedly handing Dr Bennett £2,500 as part payment for killing Dr Stephan, asked Dr Richards: "Since you paid the money isn't there a chance he could have been killed immediately?"

Dr Richards replied: "I don't believe he was in the remotest danger. In fact, when Peter found out about it he would probably reimburse me for the amount."

The case continues.

Speedy delivery on the winds of change

The Atlantic Clipper sets sail next month in an attempt to start a new era in shipping.

Richard North joins a sea trial of the first cargo vessel to use the age-old appeal of sail with modern design and finds a sleek solution to the high costs of conventional freighters

"She goes like a train", says Victoria Dickenson, one of the few women to hold a Department of Transport EDH (Efficient Deck Hand) ticket. She was speaking, fresh from early sailing trials in the Solent, of the new sailing ship in which she has invested £2,000 of hard-earned money, and an enormous emotional commitment. Mrs Dickenson is a slight, strong 33-year-old who has sailed on all sorts of ships, with plenty of coastal trips among them. Her new berth is her first as part-owner, company director, and deck hand: her husband, Bill, a Rutland antique dealer, has motored down in his BMW to share the excitement.

The Atlantic Clipper (formerly the Guinness Clipper before a disagreement with its sponsors) is a brand new, purpose-built, all-steel cargo sailing ship. She has spent the past few months at Cowes, among floating gin palaces and every class of yacht, acquiring rigging at Spencer's, one of the world's most famous yards. The clipper is 109 feet long with two masts that rise more than a hundred feet above the water and carry 4,500 square feet of Terylene sail. Next month she will face the start of a projected eight annual crossings of the Atlantic, the first goods service to the Caribbean islands, probably from Plymouth.

Last weekend a group of the ship's fans - along with any co-owners who could make it - were treated to a weekend spin in the Solent during her sailing trials, among sailing craft sleeker, more dedicated to glamour, and, in general, much smaller than she. She in her turn was dwarfed by the tankers and freighters destined for Fawley oil terminal or Southampton docks. Atlantic Clipper is a hybrid, with pedigrees in both shipping traditions.

She draws on the advanced big-yacht design of the past 20 years, but requires above all to be an efficient load carrier. One of her designers, Hugh Welbourn, described the engineering of her fitting-out as "agricultural". Her spars (mast, booms, and so on) are vast and steel. "They're cheap, strong and will have a long service life", he says.

Atlantic Clipper is neither complicated or sophisticated so that her progeny, as finished vessels or designs on license, can be easily cloned or adapted from the prototype. "If we only build one, the venture will have been a failure", says Jeff Allen, a 35-year-old marine engineer and sailor, whose backers include a pair of big-thinking American businessmen: one of whom seeded the project with a quarter million dollar bank overdraft guarantee.

Shippers from several countries have been in touch, and Jeff Allen cites the Bermuda-to-Azores run, as another possibility for an Atlantic Clipper-style operation. At present cargoes on that route go to New York for transshipment, making a leggy triangle of a journey between two islands separated by only two thousand miles of ocean.

The clue is that big modern ships like carrying heavy loads long distances: the modern shipping industry sets high freight rates on small cargoes for small ports, especially those far apart. The Atlantic Clipper wants to snatch some of the business from under

their noses. It is called having a "low level of inducement": Jeff's ship and crew can afford to undertake to land a Mini in Montserrat, without the huge delays which now happen. Ship economics dictate that the small, but ocean-going, ship needed for "door-to-door" services could not pay its way as a fuel-user so free power and high speed are at a premium.

"I think she'll certainly wash her face", says Alex Wilson, an English lawyer who now works from Paris. He has put in £25,000. Survival means finding around 75-100 tons of high value, high volume cargo for the outward 18 day trip (averaging not less than eight knots); not wasting more than a week island-hopping in the Caribbean, and if possible finding cargoes home. Everything is geared for speed, thus the ship earns her name "clipper" though actually she is a schooner. "We want to pay the crew some sort of bonus, because we need them to get out of bed at four in the morning to change sails, if need be. People will need incentives", says Jeff Allen.

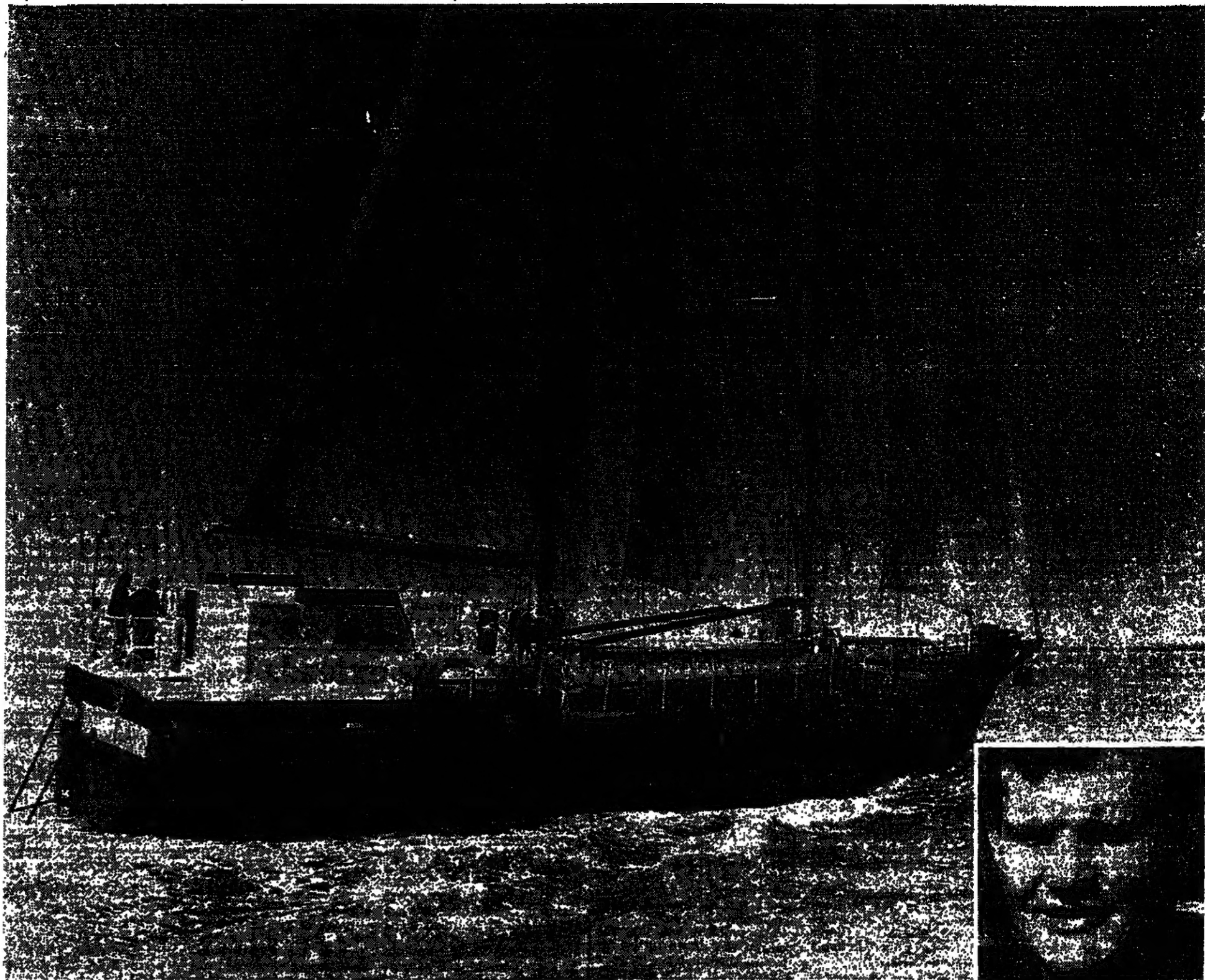
'Beautiful and as steady as a liner'

Her hold can take 350 cubic metres of cargo (equivalent to ten 20-foot lorry-style containers). She has a high freeboard, and far more width in her girth than a racing yacht - or a container ship - designer would like. But flatfish underwater lines (described by Jeff as "slippery") make her fleet.

The Atlantic Clipper defies normal expectations for large sailing ships by going well in light winds: in anything from a light zephyr to a fresh 12 knots, we sped past mere 40-footers. In a good breeze, while they heeled and fussed, we were as steady as a liner. Everyone who took her helm was startled by her positive handling. Unlike the clippers of old, she has a simple, deep fin-like keel, that carries 35 tons of weight at its tip, giving a yachtlike absence of resistance through the water and an exceptional "stiffness" in a blow. This is a ship that could right herself even if she were blown onto her beam ends.

Design for the future

The world's shipping fleet is slowing down. Ships which might have been run at 25 knots or more a few years ago have slowed to 10-18 knots. Some tankers run at only



Set fair to the wind: the Atlantic Clipper tests the combination of old and new technologies with skipper Jeff Allen (right) at the helm

Not looking for glamour, she nonetheless has plenty of it: regarded to be functional, she is actually very beautiful (becalmed, and not troubling to run her powerful engines, whose fuel range is 4,000 miles, we took languid, admiring swims round her to catch the views the dolphins will have).

On the water, she out-performs the paper expectations. Even so, she

was too innovative for the British authorities: instead of being delighted at native enterprise and innovation, the Department of Transport told Jeff the crew accommodation was too skimpy (it did not worry the Seamen's Union), and Clipper Cargo Ltd, the clipper's owners, have had to register with the very sympathetic Panamanian flag. New and untired as she is, insurance firms have

proved perfectly willing to insure her and her cargoes.

Beyond the large sums of money involved (up to £300,000 in the entire project) and the high-tech radios, weather charting, automatic pilot, and navigation gear which crowds the ship's doghouse, there are other signs that this is no romantic venture. Besides Jeff, Victoria Dickenson, and Richard Dods (25, and an experienced

square rig sailor), the crew includes three merchant navy deck officers, all with foreign-going first mate tickets, two of them on leave of absence from their firms, and all committed to the excitement of looking after a ship from an open-air wheel 15 feet above the water, rather than watchkeeping in the warmth of a bridge you reach by elevator. The greatest enemy on big ships is tedium. Certainly, it looks as though

there will be little of that on Atlantic Clipper. "The transatlantic crossings in mid winter will be, well, uncomfortable", says Jeff Allen. "Safe enough, but not something most people will want non-stop". He is planning to train two crews, who will take turn about turn with voyages. There is already a fat file of applicants. It goes well beside the file of people who want to ship cargo on the Atlantic Clipper.

eight knots. Even so, around 60 per cent of a ship's running costs goes on fuel.

The price of fuel and lower speeds is recreating a climate in which sailing ships, and sail-assisted ships, are seen as viable. It was cheap fuel, new efficiency in marine engines, and anxieties about safety that combined with a decreasing pool of skilled labour to kill off the sailing traders of the

past. Many were sunk in collision with steamers whose captains did not believe sailing ships could be going so fast.

Modern rigs, hefty and instant auxiliary power, vastly improved wind and course prediction and modern communications, should combine with fuel prices and the tedium of modern big ship life to make sailing ships strongly competitive.

Atlantic Clipper takes her place with several major developments worldwide. Japanese shipbuilders have successfully built six sail assisted ships, with help from a state and industry funded research organization. At least six more - one of them of 26,000 dead weight tonnes (cargo capacity) - are planned.

The favoured rig is an unconventional vertical "wing" system

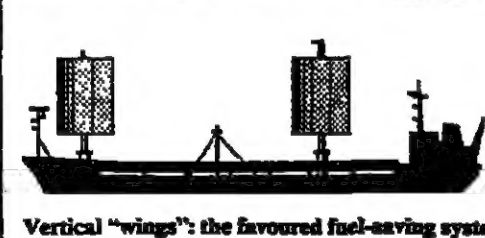
automatically controlled by computer. No extra crew member is needed. Fuel consumption is generally about half that of ordinary ships and a further bonus is increased sea-worthiness in weather which keeps similar, motor-only, ships in port.

Japanese shipbuilders have also started fitting auxiliary sails of a conventional sort to medium sized cargo ships. In the US, a 3,100 dwt

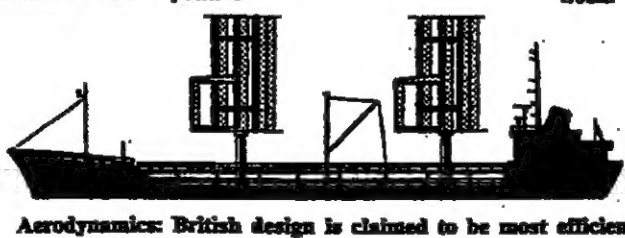
ship fitted with auxiliary sail is reported to be saving 24 per cent of her fuel costs, with a 5 per cent increase in speed.

In Britain, one firm, Walker Wingsail Systems, has been developing a sophisticated, "aerodynamic wing-like device", which they claim is more efficient than the Japanese system, and which is attracting worldwide attention (not least from the Japanese). A prototype of commercial size is expected soon.

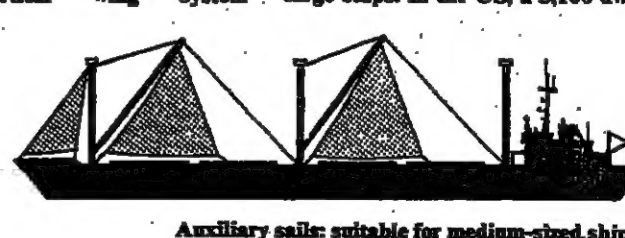
Several other ideas are being considered. Ship-pulling kites have been developed. The Wind Ship Development Corporation, in the US, is rethinking the 1920s Flettner rotor, an eccentric-looking but effective "spinning wing" that needs no trimming.



Vertical "wings": the favoured fuel-saving system



Aerodynamics: British design is claimed to be most efficient



Auxiliary sails: suitable for medium-sized ships

Eyes down with nothing to view but tapping toes

Last week, for the first time in my life, I attended a preview of a radio programme. Never before had I become aware of the burning question: what do you look at during a radio preview?

It's easy enough at a film or television preview. You stare at the screen, if the offering is good enough. If not, you stare at your fellow sufferers, or at the food or drink they're going to offer you afterwards, or the novel you've brought with you. When that fails, you go to sleep.

I was once sent by the BBC to preview a film in German about the last days of Proust, a fine if slow-moving film being shown in a tiny preview theatre in Waudour Street. There were four seats, of which three were empty. Halfway through I turned round to ask the projectionist - the only other person present - to turn up the

volume, which is not something you can normally do in the local Odeon, but had gone, leaving the film running.

Thereafter I concentrated very hard on the film, being heavily conscious that I might be the only person who would ever see it right to the end. I still have met nobody else who did.

But in a radio preview, with the lights blazing and no focal point except a couple of black loudspeakers, what do you look at? I'll tell you. You look at Humphrey Lyttelton's shoes.

The explanation for this rare occurrence of foot fetishism lies in the fact that we had gathered to listen to an hour-long programme about Sidney Bechet, presented by Russell Davies.

It would have been nice to stare at Russell himself, but on these occasions he prefers to stand unassuming in the

corridor outside. So as we sat facing each other in two long rows, like patients waiting for the doctor to come back from the pub, our eyes roamed around the room determined not to meet other eyes.

If you ever see a famous person walking down the street, you'll notice that his gaze is fixed on the horizon so that you can't catch it. We were like a roomful of celebrities, haunted by the fear of being spotted.

From time to time, samples of Bechet's wonderful soprano saxophone would burst out of the speakers, and I would find my toes tapping, noiselessly on the BBC's tap-proof carpet. But on one of these occasions I noticed that Lyttelton, three

was sent to a Paris prison for a year, for shooting a man.

He was to put it mildly, a quick-tempered sort of fellow, and yet the music that came throbbing out of his soprano was pure poetry, perhaps the most passionate music played by any jazz musician.

After the war, forgiven by the authorities, he settled in France and became a grand old Frenchman, a patron saint of French jazz - true to the New Orleans origins he spoke French fluently but badly.

There is a statue of him in Antibes, and a well-known photograph of him standing at the junction of rue Bechet and rue Armstrong, though Davies says he has searched Paris for these two streets and can't find them.

Bechet came to England again as well. In 1948 he played

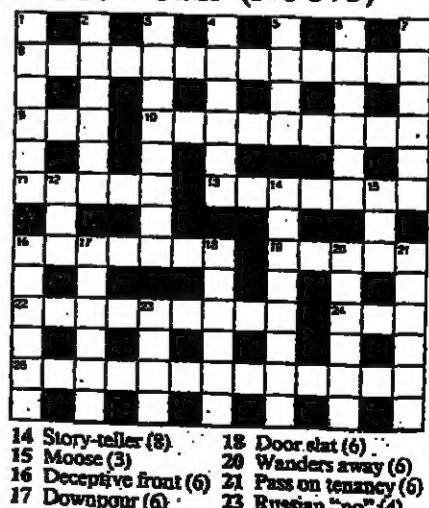
an illegal concert with Lyttelton, and some of the best talking on the programme comes from Humph chatting about his memories of Bechet.

In fact, I realized with a start, these Lytteltonian feet I am staring at, are historic in their own right - they tapped away on stage with Bechet in 1948 and went on tour with him in 1956. That was when I stopped staring at them, embarrassed, and started staring at the BBC types who, in sharp contrast to us casual and floppy jazz types, had come along in bureaucratic suits, so that nobody looked any sulkier or junior than anyone else. They were quite a sight, as uniformed as big bands used to be.

Maybe that's why they had dressed up. To give us radio previewers something to look at.

CONCISE CROSSWORD (No 373)

- ACROSS
8 Weather man (13)
9 Formicidae insect (3)
10 Citizen order keeper (9)
11 Seine valley wine (3)
12 Mosque tower (7)
13 Northern States side (7)
14 Baby diacritic (5)
15 Pot marigold (9)
16 Chafe (3)
17 Mercury vapour photograph (13)
DOWN
1 Preserve body (6)
2 Stationary (6)
3 Memento (8)
4 Bumper car (6)
5 Target (4)
6 Victor (6)
7 Affirm (6)
12 Beer (3)



- SOLUTION TO No 372
ACROSS: 1 Oxford, 4 Mighty, 7 Away, 8 Miserere, 9 Kickback, 13 Car, 16 Undergarments, 17 Ken, 19 Arsonist, 24 Vegetate, 25 Scab, 26 Tyrant, 27 Pullet
DOWN: 1 Oval, 2 Forbidden, 3 Demob, 4 Music, 5 Germ, 6 Terra, 10 Karma, 11 Amass, 12 Koran, 13 Classical, 14 Thee, 15 Tuck, 18 Elegy, 20 Roast, 21 One up, 22 Beta, 23 Abut

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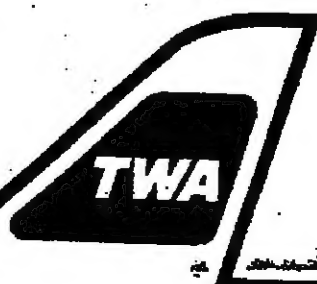
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BOOKS

Eagle-eyed view of man as economic animal

What with courage, uncles, treats and the rest, "Dutch" has a pejorative meaning in English. The expression, "high and mighty" derives, I think, from the *hooch* suggested that was the official description of the States-General of the United Provinces in the seventeenth century. There was more to this than national insult-swapping for the Dutch, with their reputation for meanness, low cunning, and ruthlessness, were, in their heyday, the most successful commercial community in Europe. Their ships were cheaply built, from pine, with wooden pegs their captains made do with three simple meals a day, usually of a piece of cheese and a slice or two of two- or three-year-old salt beef, they worked their crews to the bone, and had a marine greater than the rest of Europe's put together. The profits from this went into banking, and Amsterdam bankers had most of Europe in pawn well into the eighteenth century; they even supplied most of the money for the Bank of England when - symbolically, after a Dutch take-over of the English Crown - it was eventually set up. The northern Low Countries were at the centre of one of the greatest historical processes ever - the shift of European gravity towards the north-west and the spread of European civilization all over the globe. Why?

Fernand Braudel's main concerns in the past have been with southern Europe, and he has sometimes been criticized for missing out the north. To some extent, this third volume of his *Civilization and Capitalism* lends off the criticism, for it takes the story of capitalism from its beginnings in the thirteenth century, through the middle-ages to the Industrial Revolution in Great Britain, via

Norman Stone reviews the final volume of Braudel

THE PERSPECTIVE OF THE WORLD

Volume Three of *Civilization and Capitalism, 15th to 18th Centuries*
By Fernand Braudel
Translated by Sian Reynolds
Collins, £18.95

Portugal, Spain, and the Dutch. On the way, there are digressions into various city-states (Genoa, Antwerp), spice and sugar-islands, statistical theory, the failure of France to develop a national economy (the dialogue between "territorial" and "trading" France), and the response of various parts of the world to European expansion ("West Africa: collaborator and victim"). The standard of writing (and translation) is high, and there is, whatever our complaints, something irresistible in the spectacle of a Braudel attempting to make patterns out of this vast and rich material.

Germany, oddly enough, hardly figures in this book, and yet the work is dominated by German ghosts - Marx, Sombart, and Hilferding. At the turn of the century, Marxist Central Europeans wondered why it was that Revolution, after all, had not happened. Did it have anything to do with the fact that the costs of industrial progress were somehow

being transferred from the working class to the native populations of the rest of the world? Or was there simply something in modern capitalism which made it, via technology, a tremendous agent of continuous progress? Braudel, essentially, takes up these questions, divides them into answerable parts, and tests them against various periods in the development of capitalism. His first, lengthy chapter discusses in rather abstract (and, for Anglo-Saxon readers, excessively grandiloquent) terms the ground-rules for an enquiry to identify "a type of time experienced on a world-scale: world time". The chief part of this book is a discussion of "capitalism" in this context. The trading and financial aspects of it receive very thorough treatment from the Italian city-states (Venice in particular) onwards, and throughout the book we are aware of the central importance of the link between capitalism and technology. Why is it that western Europe, and especially its northern regions, did so well in technology, whereas the principles of it had been known, not only to north Italian centuries before the Industrial Revolution, but to China as well?

A two-dimensional Marxist approach to this would mean stressing the importance of capital in technology: bosses make money out of their own work force, and by exploiting non-Europeans (beads for slaves); capital then replaces the work-force with machinery. Braudel is far too good a historian to fall for this kind of line, and what he says on the British Industrial Revolution is a fair summary of what the past two or



Fernand Braudel expounds the lines on which the world runs. Why did north-western Europe run so much faster than the rest of the developing and trading world?

three decades' research has achieved. Technology turns but not to be very important after all - it was coke, not steam, that mattered. Was there an Industrial Revolution at all? The phrase was invented in 1884. Heavy industry, which had so many progressive Europeans mesmerized

in this century, was far less important than cotton, which supplied a quarter of British exports in 1800, and half in 1850, and even supplied profits without which British heavy industry would not have survived. In the end, Braudel slides away from the technological argument, and

concentrates instead on more mundane matters, such as financial techniques, stable money, and transport. The Italian city-states declined because they did not have much of a territorial base, and would not have been able to exploit one if they had had it. The same is true of the Dutch, who represented a sort of half-way house between city-state capitalism and national capitalism: France was too big and too confused.

There is much good material in this book; but there are many unsatisfactory aspects. The model of economic progress is sometimes excessively "technological-Benthamite" - break the back of peasant agriculture, and all will be well - and demography deserves better than it gets. Above all, there is something odd in Braudel's view of the human race, as economic machinery reproducing itself. Is not a very great part of the story of capitalism political, the guarantee of law, order, property, and tolerable taxation? Is there not something to be said for discussing the seventeenth-century (and mainly Dutch) linking of mathematics, science and technology? And is it not veering on the absurd to confine mention of religion, in this context of all places, to a handful of references?

Braudel's understanding of the religious mind is very basic, and in his conclusion he even asks in the context of some none-too-appealing remarks on 1968: "Did not Luther betray the rebel cause in the Peasant War of 1525?" There has now, been sufficient historical enquiry into the effects of the Reformation on education, law, guilds and labour-relations for Braudel to abandon his purely economic level in a work of this kind. He sends me back to John Motley.

Plum on the men of God

Christopher Warman

THE WORLD OF WODEHOUSE CLERGY
By P. G. Wodehouse
Hutchinson, £9.95

Amid the rejoicings to celebrate the centenary of The Master's birth in 1981 there lurked a nagging fear that once it was over the supply of Wodehouseiana would dry up, leaving a large and discerning section of the population with withdrawal symptoms that only a liberal dose of Buck-U-Lippa might cure.

What little fault in the common sense of good men that nameless dread betrayed, for now not only do we have a new volume on which to feast but one which should have been with us for many years - an omnibus, perhaps a diocese, a veritable Crookford's of Wodehouse's men of God.

Richard Usborne, in his *Wodehouse at Work*, wondered more than 20 years ago why there was no church omnibus. Here, at last, it is with complete stories, extracts and nuggets, joyfully showing Wodehouse's affection for and irreverence about the curates, vicars and bishops of the Anglican Church. Their faith rarely, if ever, wavered; though he made sure they were sorely tried.

As well as observing the clergy instilling the right values on the schoolboy generation during his years at Dulwich College, Wodehouse had the advantage of a clergyman or two among his uncles. He used his inside knowledge well, and the assorted clerics who grace his pages range from the frightful to the sublime and compassionate. It is comforting to know that they can back up their opinions by quoting the Good Book, as The Reverend Augustine Mulliner does when trying to boost the morale of a friend. "Cheer up, old onion," he urged. "Don't lose hope. Remember, many waters cannot quench love. Song of Solomon, vii, 7."

One sad omission is the account of The Revd Betty Bingham's clean, bright entertainment in his East End parish; in which rather too many enterprisers sang "Sonny Boy", but it betrays one to be generous of spirit in this lapse. All the rest are there - the Bishop of Bangor Bongo saved from a fearful matrimonial fiasco by his cat Webster; the Bishop of Stortford painting a statue under the influence of Buck-U-Uppo; a pick-me-up for elephants; bribery and corruption in the choirboys' hundred yards handicap at Twing; and the story that beats them all - the Great Sermon Handicap, also taking place at Twing.

With an eight minute handicap the Revd Francis Heppensall was an absolute snail on his 50-min sermon on brotherly love. He was asked: "Was he? Oh: to be able to read that story again for the first time."

The latest song of the Raven cum vulture

After *Kafka's* last novel, *September Castle*, the only thing one could think of quothung was "Nevermore." Impossible to relate, this new volume - the first in his projected *The First-born of Egypt* - evokes an even more strangled croak, its theme is "the purposes, beliefs and ways of life of the growing young as observed, deplored or encouraged by their elders." The result is a subtly interesting - puzzle in content, symbolic in structure and coy where it least should be, in its after-thoughts on humour.

The year is 1988. From his pen in the Fens, the perennial "Solomonic Tune" is working on the connexion between the human mind and the physical brain. Unfortunately, Raven supplies this amateur scholar with characters who have neither. At the christening of the Marquess of Canoloupe's son, Tune spies an irresistible guinea-pig, the scrumptious teenage Marius. Marius, however, has problems. His sister, he claims, has put a curse on him with the result that he never gets any runs at cricket and is pursued by soul-swallowing succubi. It's not giving much away to reveal that Marius's poor batting average and demented visions are discovered to be the result of compulsive masturbation. "Small boys" explains Fielding Gray, a one-eyed novelist,

FICTION

Nicholas Shakespeare

MORNING STAR
By Simon Raven
Blond & Briggs, £8.95

MYSTERIES OF WINTERTHURN
By Joyce Carol Oates
Cape, £9.95

THE ASSASSINATION OF JESSE JAMES BY THE COWARD ROBERT FORD
By Ron Hansen
Savener, £8.95

THE EMPEROR'S TOMB
By Joseph Roth
Corgi & Windus, £7.95

"Indeed all of us, have a strong vulture-cum-raven component in their nature." In *A Bloodmoor Romance*, Joyce Carol Oates assumed the form and style of Victorian romance. In *Mysteries of Winterthurn* she chooses the detective and horror fiction of Poe. Besides charting his love affair with a suspiciously volatile cousin, the three stories include the first and last cases of a very human sleuth called Xavier Kligarvan. Each case involves murder, sexual outrage, and a hint of the supernatural. In one, inhabitants of a room at Glen

Mawr Manor - a place like Borely Rectory - are savaged by carnivorous phantoms appearing to emanate from a *trompe l'oeil* creature whose fluttering wings, sucking lips and bared teeth Xavier actually experiences. In another, an aristocrat brutally carves up five factory girls after he is possessed by the spirit of a defrocked preacher. In none, despite Xavier's ratiocination, is the case satisfactorily solved. Mystery is preserved, with the author not only sustaining our interest in a world she makes suffocatingly real but also her pastiche of it. Her prose, with its many italics (as people are plunged into the abyss of *hopeless insanity*), and long, bracketed paragraphs (as they try to struggle out of it) is as flamboyant as Glen Mawr's *trompe l'oeil*, and - though horror is not a certain campiness - just as capable of making the hairs on one's neck stand up.

No whodunnit problems in Ron Hansen's overlong second novel, which revolves around the outlaw Jesse James and his young gang member, Robert Ford, who shot him in the back. Ford expected applause, to get his name in the books. Instead he is immortalised as a "dirty little coward" by street brutes afterwards, the only people he attacked. Hansen is not a romantic in his treatment. He reduces the Wild West myth to its human origins in sharp,

cactaceous prose. His use of detail is effective. A train brakes suddenly. "In the caboose a mechanic used his handkerchief to dab macaroni soup off his clothes." The novel pulls up half way through when he tries to make the fact about Jesse's life as exact as such details. It becomes clear he cannot decide whether he is riding on the back of fiction, biography, or history. Respecting the methods of each, Hansen ends up in the dust, having proved his ability to tell a story, but having told one with a curiously empty centre.

The Emperor's Tomb - one of Joseph Roth's last novels - once more celebrates the values of the Habsburg Empire. Hanking back to a palpably vanished world, the narrator, Franz Ferdinand Troia, is caught between knowing his failings, yet nostalgic for a time when he died - a time before the First War when he was "young and foolish." After a jerky, fragmented and over-indulgent start (rare for Roth) the author comes into his own. Having been held prisoner in Siberia, Troia returns home after the war to see the final disintegration of his private and public worlds. Roth's sentences, like his images, are simple and solitary, with a resonance that reaches far beyond the page. Troia's mother plays silently on a piano with no strings. Troia's wife receives from him a letter with just his name.

Government v. the press

Woodrow Wyatt

SOURCES CLOSE TO THE PRIME MINISTER
By Michael Cockerell, Peter Hennessy, and David Walker
Macmillan, £9.95

Three men have had fun paddling a book entertainingly. I enjoyed the trip down the river through the jungle of news manipulation. I was less impressed by the plea for more open government it was leading up to. Why should governments volunteer ammunition for journalists to shoot them with? It is the duty of the journalist to track news down. If all the facts are officially revealed, where is the spice in the story? When all the journalist has to do is to copy extracts from official documents which all other journalists have, he will become a dull dog and the reader will take less interest, not more, in topics which may be important. Exclusivity or the scoop is the adrenalin of journalism.

Governments fight to prevent premature disclosure, which would disturb the evolution of their decisions. Journalists tend to demand disclosure throughout, as though they were members of the government, or the relevant committees, which they are not because they are journalists. Indiscretion is their trade; discretion is the government's.

The lines are blurred by there being a large body of journalists who like being in the secret. They are the Lobby. They are happy to be fed stories by ministers, shadow ministers, and No 10 which they can publish as news which sounds authentic, pro-

vided the sources are not revealed. It is not reasonable to blame the government for using these amenable lap dogs to give a favourable gloss to their activities or to try out ideas, through them, without officially committing the government. The three authors are indignant that Mrs Thatcher takes the media seriously and has learnt how to use it for her propaganda. They can hardly expect her to promote her opposition; that is their business and they have equal opportunity through the Lobby or their own journalistic contacts.

The authors are closely connected with *Panorama*, which appears to have been opposed to the recovery of the Falklands to such an extent that its presenter, Mr Robert Kee, felt obliged publicly to disassociate himself from *Panorama's* policy. The book's charge against the government is that it manipulated the Falklands news, quickly releasing good news and holding up bad news; and at times misleading the

press to deceive the enemy. Well, it was a war and lives were at stake. The government had a duty to bolster the morale of our own side and not the enemy's.

Panorama itself frequently manipulates the news, projecting its Left Wing opinions under the guise of straight reporting, particularly in its unbalanced attacks on American foreign policy. It also dodges honest investigation of important home issues.

Any independent journalist, if he has a mind to it, can make the truth come out. The interest in the chase has gone if the animals are tethered in clearings to be shot at will by any passing journalist. It is the lazy or complacent journalist who likes all the facts to be published simultaneously in his rivals so were produce anything new.

Good journalists should disdain the Lobby system and more "open government" which can never be satisfactorily defined, even with the Ombudsman the three men in the book advocate. They cite the instance of the low key announcement by the Minister of Defence in the Commons on 12th May 1948, in answer to a question, that atomic weapons were being developed. But it was not the government's fault that the press failed to realise the significance of the news; and an Ombudsman could not have helped them.

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Old stories in pottery

Anthony Ray

DATED ENGLISH DELFTWARE
By Louis L Lipski
Edited and augmented by Michael Archer
Scribner, £100

baker and candle-stick maker can be seen at work. Shepherds guard their flock, windmills turn, and oxen sweep the plough. Ships sail proudly on bowls and plates bearing the names of their masters. Inside one bowl "Edward Jones Scoole Master" presides over five boys at their studies; on another some wretched lad is being birched. The great majority of the pieces illustrated have these

personal associations, from elaborate crowned posset-pots down to the simple model inscribed "I am Mrs Oliver's cat". Some have a wider historical interest; such as the dish recording the scandalous exploitation of the Siamese twins of the Brewers in the 1680s, the election wares of the mid-eighteenth century, the Jacobite and anti-Jacobite pieces.

This book, so rewarding for the social historian, is essential for the student of English pottery, precisely because it is such a comprehensive catalogue of dated pieces. These were to form the basis of the late Louis Lipski's life's work, his ambitious *Encyclopaedia of English Delftware* which, at his death, was far from complete. Michael Archer has had to edit a vast amount of material to produce this handsome book; and it is thanks to his skill, patience and knowledge that Louis Lipski has, after all, this lasting memorial.

Forgotten land of Central America

Colin Harding

L. RIGOBERTA MENCHU
An Indian Woman in Guatemala
Edited by Elisabeth Burgos-Debray
Verso, £18.50 paperback £4.95

GARRISON GUATEMALA
By George Black
with Milton Jamail and Norma Stoltz Chinchilla
Zed, £16.95, paperback £5.95

The military President of Guatemala, General Oscar Mejia Victores, indignantly told a BBC Television interviewer recently that both *The New York Times* and *Washington Post* were part of a worldwide communist conspiracy to blacken the name of his country with lies about supposed violations of human rights. Two new books on Guatemala - a country largely overlooked in all the current interest in Central America - will do little to lower the general's blood pressure.

Rigoberta Menchu is a young Quiché Indian from the northern highlands of Guatemala. Her life story (she is still only 25), poured out in a long narrative to the Venezuelan anthropologist Elisabeth Burgos in Paris in 1982, traces her political education through suffering until she became a leading peasant union organizer. In every way she emerges as a truly exceptional woman.

To a European reader her family's experiences are comparable only to those of the Jews at the hands of the Nazis. Her younger brother was tortured and finally burnt alive by the Army; her father died along with 38 other Indians who had peacefully occupied the Spanish Embassy in Guatemala City when the Army stormed the building; her mother was kidnapped and tortured to

death by the same military tormentors.

Such a harrowing story might fail to make much impact on an audience hardened to atrocities by nightly news bulletins. But Rigoberta Menchu's story is much more than simply another denunciation of cruelty and wickedness in an obscure and far-off land. It is also a fascinating and moving description of the culture and customs of an entire people.

George Black's book provides the broader context of Rigoberta's life, focusing on the 30 years of virtually uninterrupted military rule since Guatemala's single experiment with reform ended in a bloody coup. His portrait of the blinkered chauvinism and political primitivism of the Guatemalan military makes all too clear why even the well-disposed Reagan Administration despairs for the future of the largest and most strategically important country in Central America.

Gentleman fox and forgetful lion

CHILDREN

Brian Alderson

knockabout tradition in his Red Book of Hob Stories and his Green Companion (Walker, £3.95 each). The puffs and ruminations that go on in these modernized brownie legends derive far more from Mr Mayne's peculiar dry, surprised manner than from gravely Old Peter.

The question of how far storytellers can go in taking their young readers beyond predictable nursery fare is always a tricky one. James Marshall, for instance, in what appears to be a simple picture book, *Rapscallion Jones* (Bodley Head, £4.95) sets out a remarkably sophisticated episode about a gentleman of leisure fox who tries to earn his

rent by becoming a writer - with results that fellow writers will readily guess. This unpromising tale however gains appropriability simply through the verve and confidence of Marshall's comic style as author and illustrator.

Paul Rogers, on the other hand, with *Forget-Me-Not* (Kestrel, £4.95) works out a situation comedy entirely at child-eye level, with the enthusiastic collaboration of his illustrator, Celia Berridge. This essay on forgetfulness is about a domesticated lion, Sidney, who sets off for a visit to his Cousin Joe on a lighthouse. The journey is described in jog-trot, Rupert-Bear metrics, and as Sidney progresses from page to page the clever reader can observe him leaving one thing after another behind him, till he eventually returns home bereft of all that he set out with, even the door-key.

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THE ARTS

Theatre

Monstrous entertainment

Richard III
Stratford

After recent stagings (National as well as RSC) suggesting that directors were going stale on it, *Richard III* comes back in the freshest colours (figuratively and literally) in Bill Alexander's first production in Stratford's main house. It is very entertaining, very serious, strongly cast from top to bottom - with, at the top, a Richard by Anthony Sher that relegates even his most dazzling past performances to the status of a warm-up.

Despite all the talk of bottled spiders, this hunchback is more like a daddy-long-legs on speed. No slow, sinister limp, rather, he hurtles manically across the stage on his two crutches, using them to belabour victims, support him in a languishing posture, or graphically point some obscene innuendo. They are as usual to him as lying, murder and lust, and a matter-of-fact delivery, though a trifle over-used, makes his most monstrous remarks breathtakingly funny.

The touching innocence of

Mr Sher's Foot in *King Lear* reappears ironically as one of Richard's most successful acting roles, effortlessly duping even those who are closest to him. The wooing and winning of Lady Anne (Penny Downie) makes perfect sense and is tremendously played by both of them.

William Dudley's set comprises an exquisite Perpendicular screen and hall - awkwardly used for Clarence's prison and even Bosworth Field, which seemed unfair on Christopher Ravenscroft's febrile, uneasy Richmond. But it is superb for the place where Harold Innocent, an Edward IV of historically authentic embonpoint, gathers his guilty family for an orgy of feigned reconciliation.

Guilt, of course, sounds through the play like a leit-motiv; guilt far more basic than anything connected with the Christianity so often, and usually so hypocritically, professed. Like Adam and Eve, everyone feels it and resentfully claims that someone else forced them to it: the pleas and counter-pleas of Clarence (Roger Allam) and his murderers are a rich, ironic essay on it. It half crazes Anne, last seen

as a dazed, ignored wreck mumbled her rosary, and Queen Margaret (Patricia Routledge, magnificent), sweeping vengeance on like the White Queen in Alice using a Wars of the Roses standard as a widow's shawl. And, by having Buckingham (Malcolm Storry) play his appeal to the people of London straight out front, it implicates us too.

After a spectacular coronation during which Richard snatches a stobbery kiss from his appalled consort, the momentum drops somewhat, but Elizabeth (Frances Tomelty), established early on as a ruthless beauty with sybaritic parasites for brothers, matches Richard with a dry implacability that yields only to a grossly sexual approach. That is all the more shocking because an earlier Richard role has been that of a romantic, indistinguishable from the real thing. Such is Mr Sher's sensitivity that all Richard's innocent roles, in fact, give you a tragic glimpse of the person he might have been instead of a protégé of perverted genius, desperate and ultimately damned.

Anthony Masters



Victim of Antony Sher's manic crutches: Brian Blessed as Hastings

Television

The story of fact

Brass Tacks Reports (BBC 1) discovered, rather late in the day, that once the Fleet Street clichés come growing out of their cave no force on earth can stop them: a girl who works in a pub kitchen becomes a "sexy barmaid", a churchgoer becomes a "religious fanatic", a small local imbroglio becomes "village sex shame". Making the News concentrated last night on the Daily Star, however, no doubt because it is about as restrained as an Irish wake, but the business of interviewing its editor and following its journalists seemed protracted and unnecessary. The contents of the paper are innocuous enough, and certainly no more vulgar than the average seaside postcard. In any case, the employees of the Star seemed perfectly charming, with a gift for the lively phrase which would not be wasted on other newspapers: "a sexy type of story on page three is always admirable", said one night-editor.

The implicit suggestion, of course, was that the popular press is most inclined to distort and to sensationalize, but in fact even the most apparently "serious" newspapers are concerned to transform facts into "stories" in as forceful a manner as possible, and there is a large element of sensationalism in journalism per se. You have only to read reports from correspondents in Westminster or Washington to realize that journalists seem compelled to provide their own little, attribute causes and manufacture consequences in a sometimes reckless manner. The "serious" press may be even more offensive, since these processes of distortion and selection lead to more carefully disguised.

Last night's programme dealt with the effects which newspaper stories have on "ordinary" people - not much in the long run, I suspect, since most people are quite aware that they are being bombarded with fictions masquerading as facts, and what is more, they quite enjoy it. It is no good blaming editors or newspaper proprietors for the condition of the press - the public prints of the last three hundred years have been filled with rapes, murders and disasters. And, in our "post-truth society", television journalism is equally obsessed with sex and scandal - although the prurience of many programmes is camouflaged under the name of "documentaries".

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A tonic of sweetness and sturdy charm

A Midsummer Night's Dream
Regent's Park

The Regent's Park Open Air Theatre is surely the only auditorium in town where sneezers outnumber coughers. "Bless you" is being muttered

to hay-fever sufferers long before the fairies' blessing to the Athenians. As one of the afflicted who began by wishing to apologize to actors and audience for noising my way through the performance, and came gradually to stop wanting to go home and stick my head in the refrigerator, I can recommend the evening as a sweet tonic.

The park's woodland setting, enhanced by the designer Tim Goodchild with a bower strewn with primroses and mushrooms, is a natural for *A Midsummer Night's Dream*. Mr Goodchild's Elizabethan costumes muted gold and copper, green, ivory and browns reflect the real trees, blossoms and grass, with touches of pink, blue and silver. The fairies' pointy ears and, except for Titania, odd-shaped heads suggest space creatures. Bottom's floppy ears, a painted tongue and boggling eyes.

In design, acting and Bernard Hopkins's staging this is a traditional *Dream* which builds its effects slowly but steadily. Except for Berwick Kaler, there are no actors with comic personalities. He is the first Bottom. I have encountered with a Scottish burr, an accent which makes as much nonsense as any - and is a delight throughout, abetted by a jolly group of mechanicals.

The lovers are so earnest that they are dull at first. Except for an endearing call-back which Helena (Natalie Richardson)

fun. Their approach pays off, however, in the pile-up of misunderstandings in the woods.

From the entrance of Hermia (Julia Swift) in the quiet scene, choreographed with tactics, pique-back rides and tugs of war, the lovers emerge as young people whose instincts have been unleashed in the forest, and who have developed into much more interesting people than mere ingénues and juveniles.

Richard Rees has some benevolent command as Oberon, but none of the fairies has the distinctive voice or aura to appear wondrous. There are nice bits when Puck tries out his love potion in a fairy's ear and is chased off by the smitten sprite, and when another faints upon seeing Bottom in his ass's head.

One wished for more imaginative touches in the first half, but by the time the mechanicals' play, with goofy biblical costumes and props, is done with gusto and the trees come alive for the fairy blessing, the *Dream* has worked its magic again. It is a pleasant way to

Adagio
Hammerklavier
Coliseum

By substituting the cool, classical *Adagio*, Hammerklavier for the tense, dramatic *Situation*, the Dutch National Ballet's programme at the Coliseum on Tuesday encouraged the spectator to consider a different aspect also of the short recent works which begin the evening. If you think of them primarily as dance theatre, their vivid observation of human nature comes first to mind. But that is expressed in terms of classical ballet, and behind the wry social comment of, say, *Sarcasms* one ought to be conscious also of an arabesque perfectly timed and placed, a manage of alternate large and small turns performed with impeccable clarity.

That is as true of Tuesday's new cast, Jeanette Vondelaar and Henny Jurriens, as of their gifted predecessors. The company is developing a new generation of solo dancers, and the fact that at home they have the chance to tackle *The Sleeping Beauty* or *Giselle* helps ensure the style and authority

that in some small respects they did not, on Tuesday, always match the outstanding and experienced principals for whom it was created. I missed, for instance, the infinitely graduated inflexions of Alexandra Rados's feet, the poised strength with which Han Ebbelaar used to lift and hold her, turning like a weathercock, at the ballet's end.

But those are quibbles, and the total effect is one of conviction and comprehension: more so, even, than from the stellar - and in some respects admirable - cast that the Royal Ballet put into this work when it gave a few performances some years ago - one of its perfunctory token gestures to a modern and eclectic repertoire.

As its title implies, the ballet is set to the *Adagio* from Beethoven's Piano Sonata No 29, Op 106: music of beautiful and impassioned gravity, handsomely played by Andrew Wise (he and Paul Patton, the company's regular pianists, are playing alternate performances all week). The choreography is mainly a series of three long duets, framed and linked by sections for all six dancers.

The dancing is based largely on dancers walk with both arms raised outwards above shoulder level, and it is punctuated by occasional moments of thrilling speed, such as when Coleen Davis is suddenly lifted by one of the men and thrown into Clint Farha's arms to begin their duet, which forms the ballet's climax.

A departure from classical convention is the introduction of passages when the dancers work down on the floor, providing a strong contrast to the more exalted moments. There is an interesting dichotomy between the way the men fall heavily to the ground and how the women descend smoothly almost as an extension of their long arabesques.

Aminda Beck and Alan Land perform the sometimes almost hectic first duet, and Rachel Beaujean with Leo Besseling took the second, with its more rhapsodic manner, leaving Davis and Farha to provide the ballet with its extended resolution.

Jean-Paul Vroom's reticent decor of a grey curtain rippling in a breeze, the simple, attractive costumes in blue or grey-blue, enhance the effect of the ballet, which will be repeated

Music-theatre

Say that again . . .

Mozart at Palm Springs
The Place

In the art of repetitive music there is much that is good. What I mean to say is that in the art of repetitive music there is much that is good. But there is much that is good, as I say, in the art of repetitive music. There is, to be sure, much that is good. No doubt about it, there is much that is good in the art of

repetitive music. But in the art of repetitive music there is much that is good.

The tadpoles seemed short of water this morning. I took out the hosepipe. I filled their pool with water. I waited until it was just overflowing. Then I turned off the water. An hour later the level was down to where it had been originally. I did not repeat the experiment.

The lady introduced herself as a baroque oboist. She asked if I could help. She said her period was starting.

In the evening I went to

the opera house.

There was not a great deal of

music in it. I was not expecting

there to be. After all, Mozart

never visited Palm Springs. As

far as I am aware.

The lady introduced herself

as an audio engineer. She asked

if I could help. I said my

compact disc player only had

phonocopies.

Things kept happening like

that. And happening again. And

again. I found it hard to catch

the level. The music was by

Stanford. Gough. It was very

loud. Or, have I said that

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Holly Hill

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THE TIMES DIARY

Seldom glummer

A Downing Street mole tells me that Number 10 is secretly delighted by the Government's "defeat" on the Trade Unions Bill in the Lords on Tuesday night. Lord Belfrage's amendment, to make postal ballots compulsory, quashed the "wishy-washy" compromise proposals put forward by Employment Ministers Tom King and Sir Wyn Gummer. They were acting, I'm told, on the advice of departmental civil servants desperate to maintain a cosy relationship with the unions. Mrs Thatcher clearly felt unable to overrule her ministers, the Lords have now done it for her, and unless Gummer mends his ways, it may well be that he has fashioned his own political coffin.

For the politico who has everything comes the sixth edition of *Who's Who in Europe*. The compilers are eagerly writing to people whose biographies will appear "suggestions, as the number of published books is limited", they immediately order "this, invaluable work".

One-sided

Mrs Thatcher has not forgiven the City of London for refusing to erect a statue of Sir Winston and Lady Churchill outside St Paul's, on the grounds of "austerity". I am told she sent a letter to be read out at the recent unveiling in Kansas City of the duplicate bronze which cost £100,000. The Prime Minister, who was "highly embarrassed" by London's meanness, praised the Americans and expressed concern that the "average Englishman would never have the chance to see such a masterpiece." Oscar Nemon's sculpture - the only one for which the reluctant Lady Churchill sat - was to have been unveiled in the US by President Reagan in a simultaneous ceremony with Mrs Thatcher in London but on hearing of the City's snub, he tactfully declined.

Class of his own

Dennis Skinner, Beast of Bolsover, lives up to his name. Collet's left-wing bookshop asked 50 leading socialists to discuss favourite books in its golden jubilee booklet. Just one Skinner refused. "It would be a 'phony' exercise to list books with 'socialist credentials' merely to fulfill the criteria of the question," he said. A working class background and 20 years mining shaped his thinking, not books. Picket line experiences will teach young miners more about the class struggle than reading about it.

British anti-dumping measures are really biting now - not on Japanese cars but Russian apricot plums. From August, 1982 to April, 1984, only 10 plums were imported from the USSR, boasts Trade Minister Paul Channon.



Black and white

The English National Opera is becoming as leaky as the Cabinet. On May 30, I can reveal, ENO planning administrator Nicholas Hooton wrote to Tom Graham, agent of black singer Willard White, saying Jonathan Miller "doesn't believe a black Montserre or Sparafucile to be feasible" for his production of *Rigoletto*. On June 7 an outraged Graham replied to Hooton accusing Miller of a "racist stand", suggesting that enlightened opera had been "colour blind" for 40 years, and threatening to go public. A preemptive leak then occurred - a third letter, from Hooton to Graham insisting Miller's decision was based "on musical grounds" alone and condemning Graham's lack of scruple. My two sources must, naturally, remain anonymous.

Guarded reply

The government refused to explain yesterday why Scotland Yard is chaffing Mark Thatcher with a chauffeur-driven police car and bodyguard on his trips to London. In a written answer to a Commons priority question, Leon Brittan, the Home Secretary said: "I am not prepared to disclose details of protection arrangements made in individual cases where these could reveal the scale or nature of any protection being provided." Only about 20 people in Britain warrant such protection. They include the Prime Minister, the Foreign Secretary, the Home Secretary, and Northern Ireland Ministers, and Northern Ireland Secretaries.

Brian Sedgmore, MP, who relentlessly pursued Mark Thatcher over the Oman affair, said he was "staggered" about the police car. "It is a damned impertinence, and a burden on the taxpayer," PHS

Democracy: wrong for Hongkong

As talks resume today on the colony's future
George Walden suggests the way ahead

A consensus is fast coalescing on the future of Hongkong. We must work with China to secure the territory's future, and we must democratize its administration. The first two imperatives are incontrovertible, but the third is debatable. Is the barrage of pieties about the need for representative government in the colony a cover for our retreat?

If so, the hand-washing is premature, since many fundamental issues remain unresolved. Chief among these is the whole subject of democratization, on which we are promised a Green Paper shortly. The real question is not whether more democratic institutions are desirable or not, and still less whether they will - worse British consciences as we bow low to cold fact, but how far they are in the long term interests of the people of Hongkong.

No one could claim that the present arrangements are ideal. All real authority resides in the Governor, and flows downwards through the Executive and Legislative Councils - both of which are appointed. Some rudimentary reforms have been introduced in local government. But few would confuse the new right of urban residents over 21 who have been in Hongkong for seven years to elect half of the members of the Urban Council - whose tasks include the management of libraries, parks, and cemeteries - with the real thing.

The only real justification for the present system is that it works. More than that, it has been a brilliantly successful example of paternalistic government. It is no good pretending that it is directly accountable to the people: it is not hard to come by

insiders of maladministration, corruption (modest by Asian standards) and bureaucratic arbitrariness. An increasingly sophisticated population also chafes at the bit of the old world, colonial structure. But many are also sophisticated enough not to be taken in by the more simplistic catch phrases about representative democracy, given their specific circumstances. What-ever its faults, the British administration has given Hongkong three things it most needs: political stability, economic prosperity, and a very large measure of personal freedom.

Some claim that, having for years feebly deferred to Peking's opposition, the British should now push boldly ahead with democratization. Such critics should first contemplate the probable consequences, had the colony enjoyed the delights of a party-based political structure in the past. The pressures on, and between, such parties would have been explosive in a territory whose population has increased by about 1,000 per cent since the Second World War.

Had there been political cliques or parties in Hongkong during the tempestuous period of the Cultural Revolution, the civil commotion there would have been, not so much between British-led security forces and local "Maoists", but between more or less "patriotic" local factions. It is hard to see how the Chinese government could have stayed aloof, especially if there had

been any suggestion of Taiwanese involvement. Today the arguments for democratization must be scrutinized equally critically. It is not immediately obvious that it will be safer or more sensible to introduce elected government into a colony when it is under Chinese rather than British tutelage. The main argument in favour of more representative institutions is that they will be an insurance against Chinese interference. This line of thinking is based on two contradictions. First, it sees the Chinese as the adversary, whereas Hongkong can only go forward in continued cooperation with Peking. Second, it assumes that the Chinese will respect a system which is alien to them, and refrain from attempting to control or suppress any parties or factions which emerge. For Peking, Hongkong is a place where Chinese live on Chinese territory. We may disapprove, but we must not be surprised if they find it hard to tolerate political activity which seems hostile to the homeland.

Here, as elsewhere, the key must lie in the community of Chinese, British and Hongkong interest in continuity. This does not mean that nothing can, or should, be changed. Leaving things exactly as they are is not an option, since it would mean that Peking would appoint the new Hongkong Chinese Governor and the members of the Executive and Legislative Councils. The Chinese know well enough that this would not be a recipe for confidence in the colony. They themselves at one stage floated the interesting suggestion of a three-way split on these councils between Chinese, Hongkong, and British representatives. The attraction of including British nominees would not be to perpetuate our involvement for its own sake. We would no longer have any direct authority in administering the territory, but we could act as a stabilizing element, at least until a new balance, perhaps with greater Hongkong involvement, emerged. Whatever the solution, it must be organic, and not synthetic: rigid new structures could crack under the stresses and strains of events on the mainland, or within Hongkong itself.

The author is MP for Buckingham.

Portsmouth's guns sound a warning

It would be foolish to build castles of conjecture on the shifting sands of current politics and then suppose that a predestined future has been foretold. But it would be even sillier to suppose that what has happened lately holds no useful warnings for the future. Few politicians will make that mistake, and for many Conservatives, including some in the Cabinet, who have not the slightest sympathy with Mr Francis Pym and his friends, the triumph of the Alliance in the Portsmouth by-election brings a new reality to the nightmare they have had for some months past about the next general election.

What they fear is that the Government will lose their majority, not to Labour but to a hung Parliament; that the only feasible outcome (short of sacrificing all that has been achieved under Mrs Thatcher by handing over to socialism) will be a Conservative coalition with the Alliance; and that the price of this will have to be some form of proportional representation. If, however, this is the necessary preventive of a kind of socialism never experienced in Britain before, and if the price is a new Tory leader, then (so the logic runs), so be it.

The victory of the Social Democrats at Portsmouth has to be looked at in the context of all the six by-elections in this Parliament so far, which, taken together, have put the Alliance in first place in terms of total votes - 35 per cent compared with 32 per cent for the Conservatives and 28 per cent for Labour. This has been achieved mainly at the expense of the Conservatives. Though the Alliance has failed to make any inroads into solid Labour seats, it has established itself as the alternative to the Conservatives in many parts of the country. Nothing is more foolish than Mr Kinnoch's gibe that all this is simply one lot of Tories moving to another lot of softer Tories. For what has Labour jelled on in its long past heyday but winning over former Tory voters? It is the fact that fluid voters are not doing so now that should worry him.

The significance of the Alliance's by-election victories is not diminished by the drop in its poll in the European elections, where the older parties had the advantage of a kernel of committed membership which the newer groupings lack. It will be very different when the Alliance's potential supporters are reminded in a general election, by full media coverage, that the Alliance is available.

For the essential question before the nation then will be simple. Does it want the kind of heavy socialism for which the Labour Party now stands, and whose true nature will be increasingly revealed as its intentions are probed? All the evidence (not least from election statistics) suggests that socialism without the dilution, or camouflage, of social democracy is unacceptable to the electorate.

But the camouflage is no longer available. Since the Social Democrats left the Labour Party precisely in order to escape from its present socialism, it would be no more feasible for them to coalesce with Labour in a hung Parliament than to make common cause with it against Mrs Thatcher in the election, as some Labour politicians would like.

But if the first question at the next general election will be a yes or a no to socialism, the second will be whether the alternative to socialism is to be the recipe offered by Mrs Thatcher or something else. Mrs Thatcher has had an unhappy first year in this Parliament. But more worrying for her is the prospect that the economic recovery and the improvement in employment that should have followed naturally as the reward for the retrenchment of the last Parliament may be under-

mined by adverse economic circumstances abroad and at home, faltering confidence as a result of industrial unrest.

It is this that could cost the Tories their majority. Conservative anxiety about the future now extends beyond those with a personal or doctrinal grievance against the Prime Minister. Some of them not only change of key but also associate this with change of leader before the next election.

Those few among them who have flirted with the idea of Mr Francis Pym as alternative leader (a Baldwin-figure which is what we need as one respected backbencher put it to me) have welcomed Mr Pym's broadside (from his forthcoming book) in the *Sunday Times* at the weekend. But Mr Pym's basic premise is flawed. Having somewhat cheekily suggested that the Government's 1983 victory owed "far more to General Galtieri and Michael Foot than it did to Milton Friedman", he argues that the Government of which he was a member placed "disproportionate emphasis on inflation", claims credit for being a "rebel" against government economic policy before, as well as since; his dismissal, and asserts that any member of a government who dissents from some of its policies is entitled to stay on and try to get them changed. He even charges Mrs Thatcher with encouraging an "absolutist spirit", and describes the present state of affairs as one of "narrow-mindedness and intolerance".

Yet, of course, the case against Mr Pym is that he did much more than fight within the Cabinet and, in the age-old manner, leak his own opinions outside it privately, particularly to "radical" journalists. He also campaigned, against the Government's economic policy, on which he had been elected, in speeches in the country worded so as to keep them just within bounds and glossed in the media with his much stronger intended interpretation. Far from Mrs Thatcher's being intolerant, I should say that there is no other instance of a prime minister in recent times being publicly campaigned against by a section of her own Cabinet, notably Mr Pym, Sir Ian Gilmour and Mr St John Stevens. Can anyone imagine Mr Macmillan or Mr Heath putting up with it?

The policy they campaigned against over a period of two Budgets was the policy which brought inflation down to the present level of 5 per cent, without which the last election would have been unrunable anyway, and which provided the platform for recovery on which the hopes for this Parliament hang. No policy is sacrosanct in all details; each must respond to changing needs. But if there exists scope for the Government to modulate its policies in this Parliament (perhaps to some extent along the lines of which Mr Pym and his friends would approve) this would not even exist if he had succeeded in his attempt to frustrate what Mrs Thatcher wanted to do in the last Parliament. In other words, the Tories would have been dismissed ignominiously by the voters for trying again to buy popularity by deprecating the money of ordinary working people.

Any idea that, in a crisis, Mr Pym would be an acceptable alternative to Mrs Thatcher is in my view an unreality. The Tories are not going so crudely to denounce their own years of achievement; Mr Pym and the Wests have disavowed their advice in this Parliament by their behaviour in the past. Yet when all this is said, Portsmouth has sounded a warning signal to the Conservatives, and it is essential that they should start to think about the dangers ahead.

Stewart Tendler

Don't rise to the bait, ladies of the lake

Will the ladies kindly retire from this column. One would wish to avoid offence, since what follows is an account of a particularly delicate, and not to say heated, late spring meeting of that small but fine body of men known as the Broken Hooks Piscatorial Society.

Late spring, you say, reaching into the furthest recesses of memory to recall the last public mention of the society. What happened to autumn, not to mention winter, and, for that matter, early spring? The abbreviated answer is the hon. sec.

We have not been seen collectively in the rear snags of a Waders' Arms hunched over the customary half pint of Boudier's Best Bitter, because our worthy organizer has been cogitating on a particularly sticky issue. Should the society admit women?

As life president I felt it was important in the interests of the society's image to set the debate on a proper track, presenting both sides. After all, lady anglers can no longer be ignored if they ever should have been.

It is a woman who caught the largest salmon ever recorded taken on a British water. True, she was the daughter of a gillie who helped her land the beast, but it is her name in the books.

One reason the hon sec raised the issue of membership was the gillie's daughter would be far from alone these days. The number of lady anglers increases season after season.

There was a time when wives brought along fold-up garden chairs and sat by their husbands but not any more it seems.

However, it is a change not without danger. Names were not given to the meeting but members are aware of the sad story of the

husband and wife who set out for a pleasant afternoon's fishing some years ago.

The man was fishing some distance from his novice wife and being of a cynical, doubting, and selfish nature, had taken the only net they possessed with him. As he beat over the water he heard a shriek but ignored it as an attempt to divert him.

There was a second, and third shriek, which raised every head round the lake including finally the husband. His wife was heading away at a very fast line amid much splashing from the lake.

Grabbing the net he rushed to the spot to find his wife had hauled a fine two-pound trout clear out the water but could not raise it over the high bank. The angler urged by his wife strode manfully to the grassy edge on what he took to be solid soil and - the trout flicked itself off the hook as the angler emerged from the water.

Yet it was the wife who caught the fish. There must be many superb fisher ladies who can cast and catch with rare skill like a slim, young girl who was seen to take her limit early in the season while crusty colleagues flogged the water to no avail. Or the old lady in tumbledown old fishing clothes who emerged on a West Country river just before dusk, gave an authoritative account of the fly hatch and cast expertly in the gloom to remove several of the largest fish.

It was at this point that the hon sec spoke for the first time very quietly. Could we move to a vote? Later somebody said it was not that the society was sexist. It was just, well, we would rather not have the competition. The West Country member had been bad enough.

Hamelin's rat catcher pipes up again



Two faces of the piper: the engraving on the right was used to illustrate Browning's work in 1884.

No one knows who he was or where he went, but the mysterious musician in multicoloured raiment, offering his services as a vermin exterminator, brought tragedy to a small north German town that is known throughout the world 200 years later.

Countless stories, operas, poems, plays and films have retold the tale of the Pied Piper and his revenge on the elders of Hamelin, who refused to honour their contract with him for ridding the town of rats.

The enduring legend has come to symbolize the nemesis that overtakes greed and bad faith while the fate of the lost generation of children has moved listeners and perplexed historians ever since.

It does seem, however, that Robert Browning, who immortalized the event for the English-speaking world, casually changing the name of Hamelin to Hameln in the poem, got the date wrong. He should have begun his dirty, not "almost five hundred years ago", in 1376, but 92 years earlier. A 500-year-old document discovered in a Lüneburg library in 1936 recorded that on the day of St John and St Paul - June 26, 1284, 130 children disappeared from Hameln.

So on Sunday, beside the River Weser, deep and wide, where arguably still a pleasant spot you never visit, the townspeople will begin a week's commemorations of the *Rattenfänger*, as he is known in German, with parades, carnivals and reenactments of the legend.

The celebrations are expected to draw thousands of people from around the world and reap DM60m - twice the normal amount - in tourist earnings.

According to the Grimm Brothers only two children ever returned from the singing, dancing column that followed the piper and was never seen again. But one was dumb and the other blind, and neither could tell the stricken town what had happened.

Historians have their own conjectures however, and one of the more credible was advanced some years ago by Herr Heinrich Spanuth and today supported by Herr Norbert Jumburg, curator of the Pied Piper Museum. They maintain the children were taken to populate new German colonies in Eastern Europe. Spanuth said the Pied Piper was probably an agent of a Roman Catholic bishop called Bruno, who years earlier had founded a settle-

ment named Troppan in what is now Czechoslovakia. Bishop Bruno came from the Hameln area, and church records showed that he was active in recruiting colonists from the area in the 1280s.

Research has also revealed the existence in Polish communities of many families with names associated with Hameln: Hamelnkow, Hamel or Hamler - as well as other German names found in Hamelin in the thirteenth century.

This theory is reinforced by the common use of the word *Kind* (child) to mean anyone born locally, suggesting the piper probably got off with young and fit people rather than children. The fact that they left during a holiday festival in midsummer when the days were longest meant they were better able to prepare for and undertake the long journey.

There was also speculation that the piper was a wanderer posing as the Emperor Rudolf, or that the exotic was somehow associated with one of Hamelin's five plagues. What is certain is that Hamelin, a town of about 2,000 people, was like most medieval cities, infested with rats and the job of rat-catcher was an important one.

The harrying of two important events - the extermination of the rats and the disappearance of the children - began in the sixteenth century and has been embellished over the years.

Musicians and writers have found a fascination with the subject which has taken root in the literature of all countries. The Japanese are especially interested in the story and depict the children always with oriental faces being led away.

Goethe portrayed the rat-catcher in a short poem as a womanizer, and this formed the basis of compositions and works by Schubert, Hugo Wolff, Carl Zuckmayer and others. Different cultures have seen different things in the legend: in the Slavic world the element of tragedy predominates as the children simply die in the wilderness, whereas the Walt Disney film version of 1933 has the piper leading all the children away to the American dream, a happy land of eternal youth.

The city of Hamelin has done well out of the Pied Piper and the city's elders of 1284 might well have the last laugh as their descendants cash in every year on one of the world's most famous legends.

The sky's the limit for news

A year ago the idea of a 24-hour television news service delivered by satellite throughout Europe was a pipe dream to a handful of media futurists. Today, it is a matter of urgent consideration largely because of Ted Turner, television's saviour or bete noire, according to where one sits on the round table of broadcasting.

After puncturing the domination of the main American networks with his 24-hour news programme, Cable News Network, Turner is about to turn his attention to a similar European satellite venture, according to those watching the signs emanating from the Atlanta headquarters of the Turner Broadcasting System.

In a business where any talk about future plans is likely to raise issues of financial sensitivity, TBS is less than forthcoming about its direction. Its European managing director, Mr Charles Bonan, went on the record this week to dismiss rumours that CNN itself might go out on a European satellite - at the moment. But he confirmed that the company is talking to governments about providing a "lifestyle" service to Europe - soft news, showbiz gossip from Hollywood and magazine items. How would this be distributed?

"It's too early to talk about that," said Mr Bonan. "Talk about satellites is just speculation and I don't want to address myself to that. Right now we are just observers in Europe."

In the boardrooms of ITN, the BBC and Reuters, where the notion of a 24-hour news service distrib-

uted by satellite is becoming a matter of urgent debate, no one is in any doubt about how to read that speculation.

ITN's editor, David Nicholas, who is already nurturing the idea of his company running the service on one of the three channels on the BBC/ITV direct broadcast system scheduled to be launched in 1987, is visibly worried that someone could steal an early lead in the race.

"As certain as the sun rises in the east, somebody is going to do 24-hour news," Nicholas said this week. "The most likely person to do it is Ted Turner."

The idea of satellite news has undergone a remarkable revival in popularity in recent months. Only a year ago, the chances of making such a scheme work were thought to be slim. Several organizations had looked at the idea, spurred, to a large extent, by the growth of CNN in the United States. One of the first was Goldcrest, the films and television group, which assigned the project to Harold Evans who joined it as a director when he ceased to be editor of *The Times*.

Goldcrest's conclusion was simple - 24-hour news was far too expensive to run and, of more importance, there were grave doubts about its audience-pulling powers. The economics of starting a cable news service remain just as daunting for anyone wanting to start from scratch today. That explains why the idea is gaining favour with established news organizations which could handle the extra work load by expanding their existing resources.

Reuters and the BBC have been discussing collaborating on a joint news service for some months and, by this summer, will have to come to some sort of a decision. ITN has tentatively put its name down for a part in the Direct Broadcasting by Satellite (DBS) project and says it is willing to consider a partnership there, possibly with the BBC, and the corporation's World Service is looking at starting a television version of its international radio network.

The BBC's position is confused by the managerial reshuffles, which have disturbed its television service this year. Corporation journalists who have been following developments find it rather rich that the BBC can even think of expanding into satellite news when, in their opinion, it is already planning to downgrade its commitment to its main channel current affairs with the demise the early evening *Sixty Minutes*.

Live television coverage from the Commons could be tailor-made for the channel during the day, with regular news bulletins and the occasional repeat of a recent still typical current affairs programme such as *TV Eye* from the ITV network. At night, the channel could take foreign news bulletins from areas of special interest, an idea already followed by CNN which, during the Falklands war, contracted to put out *ITN's News at Ten* during peak-time American television.

But who will watch and who will pay? Nicholas reaches for the analogy of a bus travelling from Clapham to St Johns Wood. The question to ask, when deciding if it



Ted Turner: a risk-taker.

is a success, is how many people get on it throughout the whole journey, not how many occupy the seats in its most popular stretches.

One thing about Ted Turner is certain: if he does move into European programmes advertising, won on a pan-European basis, will figure largely in his calculations.

An unashamed risk-taker with little time for the idea that television should be divided between the members of the broadcasting establishment, Turner has as many fans as he has detractors. CNN's showing of ITN news on the Falklands proved so attractive to one British expat in Los Angeles that he wrote to Nicholas to express his admiration.

Whether Mr Michael Grade, shortly to return from Los Angeles to become the new controller of BBC 1, will still feel the same way once he becomes an integral part of the corporation establishment, as all the best TV news reports say, remains to be seen.



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THE PRISM OF VIOLENCE

The easiest way to get publicity these days is to be violent. The strike in the coalfields which has now been going on for fourteen weeks has consequently been portrayed each day on the television screen as a clash between police and pickets. There are two major flaws in this perspective. The first is that it fosters the impression that all miners are on strike, which is far from the case. The second, equally false, impression is that the miners are indistinguishable from the mob which we see each night attacking policemen and their horses. Both impressions lead to a false analysis of the dispute, which results in calls for arbitration, boards of inquiry, allegations about police brutality, or even suggestions that the Government looking for a Port Stanley-style victory at the pit head.

Each day 65,600 people are at work in the National Coal Board, including 45,000 miners. Last week 440,000 tons of coal were produced, which represents more than one-fifth of normal output. Before commentators jump to the conclusion that there has been a total breakdown of communication between the NCB and its workforce they should consider what is happening in the Nottingham field where normal consultative processes have continued without interruption throughout the strike, with the NUM fully involved. A continuous managerial effort by the NCB is mounted on the picket lines to encourage miners to continue with the drift back to work, and to make life easier for those who have come back, or who never ceased work.

The Nottinghamshire miners who have stayed at their work do not necessarily approve of the NCB policy on closure though in South Noths, for instance, there is already a signed agreement on a programme of pit closures endorsed last December by the very NUM officials who are now trying to persuade Nottinghamshire miners to join the strike. It would be quite wrong therefore to swallow the impression that the Coal Board and its workers are hopelessly at variance and that the miners' is some cohesive body of men united

behind Mr Scargill and his pickets.

Further evidence that that is not so can be seen from the manner in which the NUM areas have been dragged out on strike without observance of their usual democratic procedures. In Scotland for instance, where there was no ballot, all miners have been kept from work though only five pits voted to strike while three voted against and three more never voted at all. Yet yesterday Bilston Glen produced coal for the first time in fourteen weeks, so something is stirring. In South Wales, again without a ballot, the branches voted 19 for a strike and 11 against, yet they are all out. In Durham the vote was 8 against, in Northumberland 2 pits were for a strike and 3 against. In Yorkshire there was no balloting at all, since the workforce was ordered out by its area council without further ado.

How much of this do we see on our television screens, or read about in newspapers? The answer is very little. The result is that the miners are quite unfairly represented by the few thousand men who follow Mr Scargill into violent confrontations with the police. Behind them there are tens of thousands of patient and loyal miners suffering from the fact that their union instructs them to cease work but will not pay them strike money, and seems to condone intimidation of those individuals who decide to go on working.

It is natural for Mr Scargill and his Executive Committee to want to represent the NUM as a single and united body of men. But the reality is of a deeply divided union whose leadership has ignored democratic procedures and whose members would be as appalled as everybody else watching the television screen to be associated with the violence of some of their brothers on the picket line. However if even senior Labour party spokesmen find it impossible to condemn the violence of the pickets without equating that with police behaviour one can hardly expect an individual member of the NUM to do any more.

Nevertheless it is the violence on television screens which has raised the political temperature.

The Government would do well to recognize that. There may be a plasticity about television violence in Northern Ireland, or in the portrayal of overseas wars. There is no plasticity in the fighting at Orgreave. People do not like what they see, and they want it stopped. The question is: how?

The nation looks to the Government to keep the peace and will blame it for any chronic breakdown in the peace, but it does not follow that the Government is responsible for the breakdown. If one argued that violence was a legitimate, or even understandable, reaction to painful economic and technological change in working conditions and prospects, one would be sanctifying the riotous defence of every and any outdated technology. Violence on the picket line is not yet leading to general brutalization of society, but it could do so if the violence was seen to pay off. Mr Scargill and his co-conspirators cannot imagine that picketing violence will itself persuade either the Government or the Coal Board that uneconomic pits must be kept open after all. His campaign of violence thus has another purpose which is to raise the political temperature. In that he has succeeded.

The task for the Government now therefore is to respond quietly and firmly by containing and punishing every criminal manifestation of this kind. It is for other businesses and corporations to use the civil courts when they find it necessary to go to law, to prevent secondary obstruction of their business. Mr Scargill or his trade union allies attempting to broaden the dispute.

This is a small-scale revolutionary challenge to the way in which this country orders its affairs. It calls for a firm response, in which the forgotten men of the mining industry, who are producing coal each day, and much of it, must not be ignored. They have become ignored because society is being forced to ignore the wider aspects of containing in Britain while it focuses solely on the most violent elements portrayed, as usual, through that well-known prism of violence on the television screen. We must not be taken in.

AFTERMATH OF AMRITSAR

Future historians will almost certainly look back upon June 6, 1984, as a turning point in the long and turbulent political life of Mrs Indira Gandhi. What remains unclear two weeks after the battle for Amritsar is whether the turn will be upwards or down. But the former now looks the more probable.

The short-term gain is almost undeniable. With elections in the offing she has already split the opposition and won the general acclaim of Hindus as Mother India, imposing a parental discipline upon those who transgress in the interests of keeping the family together. It is hard to see who might succeed her, still more difficult to envisage an early replacement.

In the long-term however that could still be her political epitaph. A great many moderate Sikhs opposed the violence preached by Sant Jarnail Bhindranwale and his acolytes, but equally deplored the desecration of the Golden Temple which led to their fatal demise. Morally it is hard to condemn Mrs Gandhi - and harder still her troops who were imposing law and order upon a group of people who had clearly flouted both. Politically however, the command from Delhi must still await final judgement.

To a great extent it is still up

to Mrs Gandhi and her ministers. Demonstrations against her by scattered Sikh communities from the Punjab to Paddington have been noisy and occasionally worse. But she might already reflect - so far so good. Her great hope has clearly been that she can contain the initial outburst until the worst is over, then ease towards first détente and then a rapprochement with the disenchanted Sikhs. At least, that is what her policy should be. Her handling of Sikh moderates in the past however has been less than inspired - which is why doubts over her political wisdom, as opposed to her courage, remain.

In the last few days there have been signs that the Indian prime minister is aware of this and is acting accordingly. On the one hand Indian troops have continued their operations against extremists, having themselves isolated and survived the mutinous reactions in their own ranks. On the other hand they are already talking of withdrawing to barracks within a matter of weeks, while Mrs Gandhi herself has referred to a policy of applying "the healing touch".

The gravest outcome could be a backlash by discontented Sikhs against Hindus in the Punjab, which could make the analogies with Ulster look more convincing.

ing than they do at present. Inter-communal violence could damage the prosperous Sikh communities as much as anyone and moderate leaders in the Akali Dal party must recognise this.

How far the picture might be complicated by the accusations of foreign involvement is difficult to say. The answer is probably - not much. Indians can sound paranoid about Pakistan at the slightest opportunity - and they like everyone else are inclined to mutter "CIA" when anything goes wrong. But evidence of involvement from Islamabad is thin and that implicating the CIA would seem still more dubious.

Mrs Gandhi on British television earlier this week was equivocal on both - refusing to absolve either from blame but reluctant to accuse them. With relations between India and Pakistan on the one hand - and with the United States on the other - looking better than they were, she is understandably wary of breaking new fences, while not above using the suggestion of outside intervention to help unite Indians behind her. Mrs Gandhi is noted for her strength rather than her subtlety. But she will need both qualities now if she is to emerge from the Punjab unscathed.

The National Union of Teachers believes that teachers should have salary levels commensurate with their professional responsibilities. It must be wrong to suggest that teachers should be paid less so that more jobs can be sought. Such an approach is not suggested for Armed Forces, the police or for top civil servants. I am sure the pay rise of 22 per cent to the Secretary to the Cabinet was not paid for by restricting the pens and pencils in his office.

The union believes that the education service should be properly resourced. The HMI report, at your leader states, exposes the inadequacy of the present resources: inadequacy determined by central government.

It is the Government's expenditure plans for education which are at fault and it is these that should be changed to recognise the needs of that service.

Yours sincerely,

DOUG MACVOY,

Deputy General Secretary,

National Union of Teachers,

Hamilton House,

Mableton Place, WCI.

NEARLY FULL MARKS FOR SIR KEITH

Virtually the entire educational establishment - heads, examiners, inspectors, essay-markers and blackboard-scratchers - will breathe a sigh of relief that Sir Keith Joseph has decided to introduce a single system for examinations at sixteen-plus. So will such representatives of that important band of customers, the employers, as the Confederation of British Industry and the Engineering Employers Federation. The universities, neutral in the contest, have for the most part stood aloof, a significant silence in this particular connection. The only group likely to feel seriously troubled by the announcement will be among that relatively disregarded and voiceless other category of customers, the parents.

Many of them regard the CSE as an almost valueless qualification in terms of employment prospects (a recent small survey found almost a third of them dismissing it as "a waste of time"). The O-level is recognised everywhere as the hard currency, and ambitious parents do not

want to see the standards that it represents "compromised or confused".

Sir Keith's plan must be judged on whether it threatens to cloud the assessment of important standards. The scale of educational attainment is so wide that any attempt to impose identical syllabuses and identical exam-papers would bound to be unfair to pupils at one end of the scale or the other. Sir Keith was at pains yesterday to allay fears that the new system would operate in any such crude fashion, or that it would be based on any misconceived idea that the cause of equality is served by obscuring the evidence which betrays unequal attainment.

If the reality of standards relevant to higher education were threatened by the change, the universities would have made more protest. If the dangers of the change can be avoided, there are great advantages in a single system. It is unfair on late developers that children are effectively divided

into sheep and goats as early as 14. The concentration on an academic approach and intensive study of a limited number of subjects is as cramping to the development of O-level pupils as the non-academic bias of CSE courses is limiting to the rest. There is more to the concept of quality than the special qualities needed for higher education.

But the misgivings remain real, and the distinction between O-level and CSE in the public mind is so firmly established that it would be wrong to hide it. The O-level end of the new system will continue to be administered by the GCE boards, who will continue to be responsible for their standards on national criteria, while the authorities administering the CSE will continue to be responsible for the other end of the scale. It will be up to them in concert to give substance to the idea of a joint syllabus and real continuum of achievement, and to seek in time to demonstrate in practice that the disparity of esteem is unfounded.

Whatever the facts in this particular case, it is generally accepted that a lot of bill ewes are not healthy enough to produce healthy lambs. Dead and sickly sheep and red deer produce each year a large crop of food for the natural scavengers and predators to feed their young when those young most need a good supply. Human nature blames the predators for losses of domestic stock when that stock itself is unsuitable and positively harmful, for that land.

Finding a way to end the crippling pits dispute

From Mr Geoffrey Lofthouse, MP for Pontefract and Castleford (Labour)

Sir, As Mr Roy Mason, MP, in his letter of June 19, stated, there is no doubt that there is grim determination in the Yorkshire coalfields about sticking it out. The miners feel they can't be crushed by the board before it ruins their families.

But should we not be finding a way to solve this dispute instead of further entrenchment of positions? One could not expect a democratically elected President of the NUM (as distinct from a Government appointee) to release the reins to Mr Mason's court of inquiry, but would it not be the right time for a gesture from the Prime Minister to approach both Ian MacGregor and Arthur Scargill to ascertain whether they would agree to a team of arbitrators from both sides, or to arrange for a learned chairman aided by assessors from both sides of the industry, completely free from any outside influences?

Surely it is time arbitration became the operative word for a solution. Yours sincerely, GEOFFREY LOFTHOUSE, BILL O'BRIEN, MERLYN REES, PATRICK DUFFY, DON CONNAN, House of Commons, June 19.

From Mr Peter Croft

Sir, I am sure that many others beside myself found Mr Mason's letter impressive and interesting: impressive in its call for moderation and compromise and interesting for its omission from that call.

Certainly the waste and tragedy of the strike must end. Certainly many Conservatives beside myself admire the quiet heroism of many miners and their families as much as we loathe the attempts of others to sway the issue by mob violence.

The problem with Mr Mason's view, however, is that he utterly ignores the fact that both parties will have to give ground and that at the moment there is no sign whatever that the NUM is prepared to do so. Nor does he recognise the strength of the Coal Board's case.

If he doubts it, I, a hard-pressed taxpayer contributing to the £1.3bn a year we are expected to shell out to keep the miners producing coal that no one wants, would be happy to explain it to him. So strong is it that no responsible chairman of the Coal

Board could act other than Mr MacGregor has: Mr Mason's attempt to pin personal blame is merely fatuous.

If Mr Mason and his Labour Party colleagues will extract from the NUM an admission that the present state of affairs cannot continue and that there must be a limit to the losses that any pit can produce, then there seems no doubt that the board will respond. Without at least some such attempt by him, I fear that his words are so much vapour in the wind. Yours faithfully, PETER CROFT, 27 Kerrison Road, W5, June 15.

From Mr Peter J. V. Archer

Sir, In reply to Mr Roy Mason (June 19) who sees one result of the coal strike as "the unemployed venting their wrath on this Government", several of the unemployed in this area (Stoke-on-Trent) have given a good deal of time and support to the cause of those miners still at work. They are currently helping to collect money for a fighting fund in a bid to declare the strike illegal and to reinstate officials sacked by the union for staying at their posts. For over half the mining population of this area continue to work and are heartily fed up with the decisions of their executive - an executive which, it is well known, overruled a 70 per cent vote to continue mining coal.

We don't count in huge numbers, like millions here, it took the stalwart action of just four men at Hem Heath colliery to initiate a massive return to work, witness their courage to make a stand against the might of the union, along with all the intimidation that implies.

They occupied the pit in March and were the first to cross the picket line. Nor are they short of friends outside the industry, especially amongst the unemployed.

Not only the strikers are determined; the moderates here are equally so.

Yours sincerely, PETER J. V. ARCHER, Flat 6, 21 Bakewell Street, Stoke-on-Trent, Staffordshire, June 19.

From Mr L. Crystal

Sir, Mr Roy Mason, in his letter today, calls for the removal of the

dispute from Scargill and MacGregor.

The Government can remove MacGregor, but who is to remove Scargill? Only the miners themselves can do that and yet Mr Mason concedes "that they have no democratic outlet for their feelings about the dispute and how it has been handled".

Any such outlet they might have is being strangled by Scargill and his bully-boy gangs out to intimidate anybody who dares to question their somewhat dubious "authority", let alone vote!

Mr Mason should confront Scargill on the picket lines and advise him to observe the rules of our democratic society and permit those miners who, democratically and within the rules of the NUM, have decided to go to work to do so. Alternatively, of course, Scargill can call a national ballot.

Frankly, anything else is just plain humbug. Yours faithfully, LEO CRYSTAL, 57 Ashbourne Road, W5, June 19.

From Mr Greg Waggett

Sir, I would just like to say that the violence faced by the police recently at Orgreave was quite as bad as anything encountered by me over six tours in Ulster when serving as a troop commander. Some riots, especially in the early years, were particularly vicious. And we had the full panoply of counter-riot vehicles and equipment.

Although no longer serving I, perhaps not unnaturally, rather identify with the police and the "minimum force" ruling. Half a house brick in the face causes savage injuries. I can also say from experience that a similar missile on foot or knee is agonising. If less spectacular, those in comfort who call for restraint should think about this. What is "minimum force" in such circumstances?

Comparing the police to an aggressive paramilitary force displays ignorance and ludicrous hyperbole. If the more violent elements at Orgreave had tried their luck in Gdansk or Paris they would have been in, for a much more serious beating. But, as Mr Kinnoch says, this is not British. Just so. Yours faithfully, GREG WAGGETT, c/o Barclays Bank, 2 St Helens Square, York, June 19.

Finally, please bear with me if I

cavil at the inclusion of an important article on medical research charities in a section otherwise dedicated entirely to private health schemes, services and advertisements. These are not the same sort of thing at all.

Nevertheless, despite these shortcomings, may I conclude by saying how much I welcome the recognition of the vital part presently played by the members of the Association of Medical Research Charities in the support of medical research. We hope to continue to resist the erosion of the established base for research in our universities and hospitals brought about by Government retrenchment, though whether our members can go on overspending their budgets, as one in three did last year, is questionable.

Yours faithfully, ANDREW BREARLEY-SMITH, Director, National Fund for Research into Crippling Diseases, Vincent House, North Parade, Horsham, West Sussex, June 14.

overturned in the committee stage of the Bill, has been reached without any royal commission or other detailed study of the needs of the Heath.

Yours faithfully, PEGGY JAY, Chairman, The Heath & Old Hampstead Society, 12a Well Road, NW3, June 15.

Having it both ways

From Mr Christopher Eyres

Sir, Some years ago the local newspaper in Norwich asked its readers to vote for the best post-war building in the city, and the worst. The then eminent city architect David Eyre Percival found he had "won" both awards.

His explanation to me years later, was that for the best building he had a virtually free hand in its design and for the worst building the heavy hand of a council committee had resulted in serious compromise of his original design.

Yours etc, CHRISTOPHER EYRES, 47 Links Park, Mundesley, Norfolk, June 16.

These two boroughs, already overstrained in terms of cash and councillors' time and unversed in the needs of the Heath, are wholly unsuited to undertake this task.

This decision, which must be

State of the art in 'star wars'

From Air Vice-Marshal S. W. B. Menaul

Sir, Your excellent leader (June 13) is attacked (June 15) by Professor Lawrence Freedman who, not for the first time, displays a lack of knowledge of developments in modern high-technology systems that has totally confused his appreciation of the changes that are taking place in concepts of military doctrine and strategy for the 1990s.

He claims that there is a lack of enthusiasm for the Strategic Defence Initiative (which he calls "star wars") in the Pentagon and among scientists in the United States. This is not my experience, talking to informed scientists, as opposed to those who want arms control at any price - the Russian price.

Ballistic missile defence (BMD) is now within the state of the art in the form of a layered defence system, using conventional kinetic energy, laser and particle-beam weapons. If Americans do not continue with their Strategic Defence Initiative, the Russians will most assuredly press ahead with theirs.

The creation of a defence system against the threat of nuclear ballistic missile attack is a sound objective. The ballistic missile is one of the few offensive weapons systems against which there is so far no effective defence. The United States SDI programme offers the prospect of assured survival in place of the utterly irrational strategy of mutual assured destruction, dreamed up by McNamara, but never accepted by the Soviet Union.

In 1972 ABM (advanced ballistic missile) treaty was achieved primarily because neither superpower had an effective ABM system and the technology to provide one was not available at that time.

The United States had already decided to consign her Safeguard system to the storeroom, while the Russians continued to deploy a relatively ineffective system called Galosh around Moscow. In the years since 1972 they have improved and expanded the system in contravention of the 1972 ABM treaty.

Defensive weapons systems which do not kill people or destroy property are to be preferred to the never-ending spiral of offensive systems which do both. Professor Freedman does not seem to realize that a future war would be totally different from the last one, using totally different weapons in four environments instead of three, and different strategy and tactics.

Yours faithfully, STEWART MENAUL, The Lodge, Frensham Vale, Lower Bourne, Farnham, Surrey, June 15.

Industrial warning

From Mr Joe Roebor

Sir, It is hard to know what Professor Pym (June 6) considers to be the evidence that brings him to his housing conclusion.

There is not the smallest prospect that "all our energy needs could be provided through the employment of a few hundred people".

Second, far from regretting the demise of industrial society that the professor sees resulting, we should be doing our best to move into the post-industrial era - and if Mr MacGregor is helping so much the better for him.

Third, it is not possible to believe that men are better off winning coal on hands and knees than either working in the modern pits that new technology provides or above ground. As for the rest of us, it is sentimental rubbish to believe that technology *per se* has worsened the quality of our lives.

Fourth, far from acting as a military body, the police have acted with restraint in the face of what appears to be a quite conscious effort to polarise and politicise the situation. And, lastly, it is unconvincing to be told that the miners' union is striking in public-spirited attempt to offer us "yet another chance to examine what we are doing".

Professors at distinguished schools have a duty to themselves, and maybe to the rest of us, to think - if only a little - before uttering.

Yours faithfully, JOE ROEBOR, 13 Great James Street, WCI, June 7.

Face-savers

From the Director of The Lord's Taverners

Sir, Whilst the English team were, alas, being thrashed by the West Indians at Edgbaston, may I draw your readers' attention to the fact that the Lord's Taverners won a great and glorious victory against Prince Rainier's XI in Monaco last weekend.

Led by our president, Terry Wogan, and backed up by such luminaries as Omar Sharif, J. P. R. Williams, and Trevor Brooking, etc, the Lord's Taverners won their "Test match" in the last over from a four struck by John Price, the old Middlesex and England player.

In the opposition, largely composed of the British community on the Côte d'Azur, Graham Yallop was flown in from Australia for the occasion and scored 50.

The pitch was transported by road from England and laid by two specialists flown out for the occasion. The ground was the Monaco football stadium. The game was attended by Prince Rainier and his son, Prince Albert.

Flannelled fools in the Principality was a one-off. All credit, I say, to the Lord's Taverners (who also staged a cabaret the same evening in the Hôtel de Paris).

Yours faithfully, ANTHONY SWAINSON, Director, The Lord's Taverners, 1 St James's Street, SW1, June 18.

Land use and abuse

From Mr C. G. Headlam

Sir, I was impressed by the article (Clash over marauding golden eagle, June 11) by the Agriculture Correspondent of *The Times*.

We have here a prime example of the reporting of conflict between land users and conservationists when what is really at fault is the land use itself.

Whatever the facts in this particular case, it is generally accepted that a lot of bill ewes are not healthy enough to produce healthy lambs. Dead and sickly sheep and red deer produce each year a large crop of food for the natural scavengers and predators to feed their young when those young most need a good supply. Human nature blames the predators for losses of domestic stock when that stock itself is unsuitable and positively harmful, for that land.

Sheep (like deer) are selective feeders. It has long been generally accepted that it is sheep-ranching and the accompanying need to burn off, in spring, the dead herbage uneaten the previous summer which has caused the barrenness of the Highlands compared with two centuries ago.

Every ecologist learns that within the area covered by the last ice ages man's agriculture exploits the land improved after glaciation by the natural spread of trees, producing forest soils. In the Highlands it was a mixture of one conifer species with the much more enriching birch, rowan, willow, poplar and alder, with oak, elm, etc on the deeper soils, with better aspect.

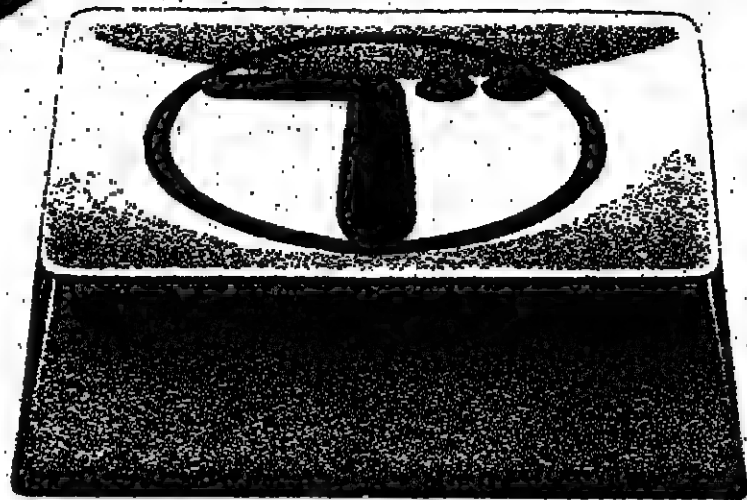
Sheep-ranching, with too many deer and burning, has produced devastating setback to the natural peat-glacial function of trees improving soil. The large-scale planting of conifers, native or alien,

is not much better for the soils themselves. However great the need to reduce the country's timber import bill, the costings should fully take into account the capital costs in bad land use, the effect on soils themselves and of acidification and other impoverishment of water-courses.

If the national asset of land (eight to nine million acres of upland grazable land in 1963) is not to be allowed to deteriorate further, the only answer must be to view the uplands as a whole, not as a battlefield for conflicting interests in sheep, deer, trees, angling and wild life conservation and wrangling over sharing the cake when the cake itself is rotting.

Yours etc, C. G. HEADLAM, Dallachie, Fearn, Tain, Ross-shire, June 13.

Pressing towards new horizons

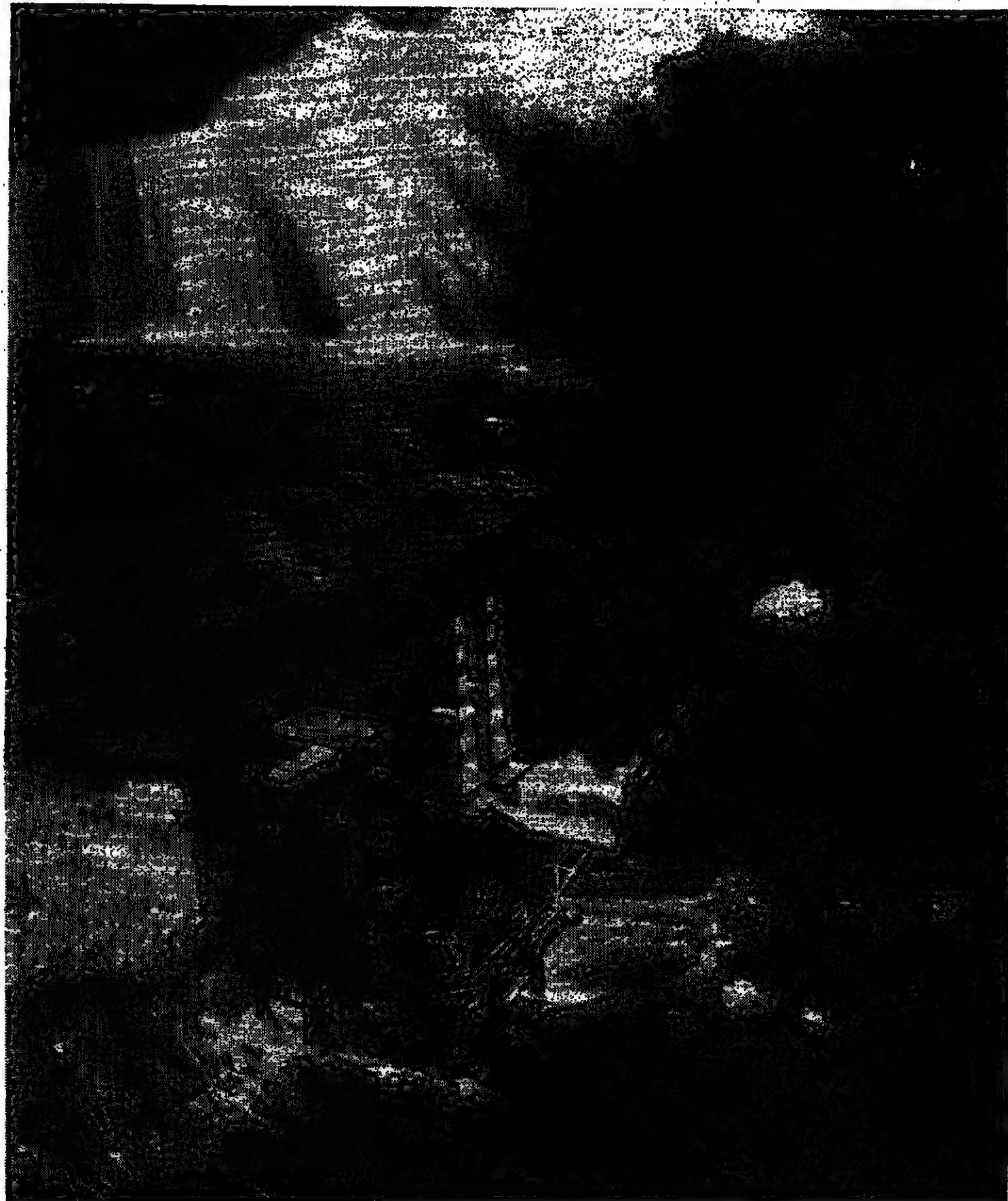


How we keep U.S. oilmen in touch

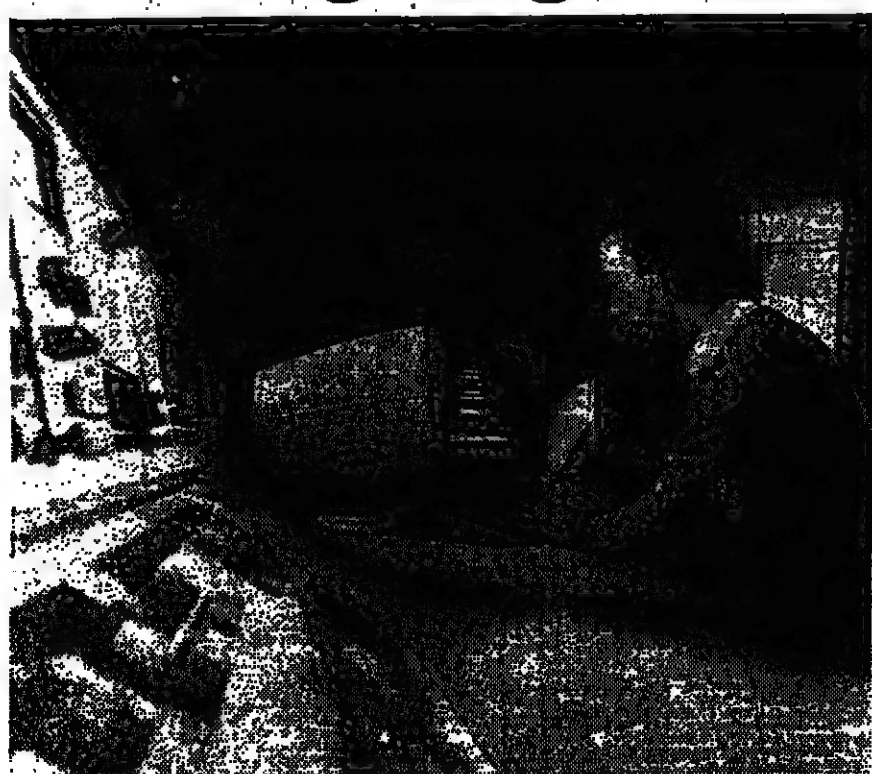
Marathon Oil, one of America's most successful off-shore operators, relies solely on British Telecom for its mainland and transatlantic links in the North Sea.

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British

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Widespread selling

142	109	Atlanta	108
108	72	Atlantic - Assets	71
77	52 $\frac{1}{2}$	Bankers Inv	71
163	97 $\frac{1}{2}$	Berry Trst	143

15	754	Prop Sec	126	3.2	2.5	38.6
114	7	Maglin Prop	54	0.1	1.3	21.7
0	170	Research	436	4.1	8.9	26.1

89	31	Do Bid	34
120	140	Ldn Pru Invest	198
57	68	Ldn Trust Ord	76

123	Securiguard	136	2.5	2.0	23.7
48	S.W.Resources	54			

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THE TIMES
FINANCE AND INDUSTRY
Executive Editor Kenneth Fleet

Choice is dearer money or a cheaper pound

The crack in the US bond market after the flash figure for the second quarter provoked wry comments in the gilt market yesterday afternoon, as long-dated gilt prices tumbled by a point or worse. Didn't the Government broker do well, to sell out his taps just before the end of June banking month? Wasn't he shrewd to cut his dealing prices and move the stock? And did he know or at least, have a shrewd inkling of the havoc in store for the market from US statistics?

Perhaps he did, and maybe he didn't. But the question raised in the column yesterday over the speed of his operations has now been largely answered. Plainly he was aware that time was short, and acted accordingly.

The estimate of gnp, showing the US economy expanding at around 5.7 per cent in the second quarter, is not, however, a laughing matter. It comes after revisions which saw growth estimates revised upwards from 7.2 per cent to yesterday's final figure of 9.7 per cent.

It is clear that the US economy grew far more rapidly in the first quarter than the US statisticians assumed. By the same token, it is possible to project a further series of upward revisions for the second quarter, although this might be premature. Inventory build-up during the second quarter may have been fairly modest. Nevertheless, it seems reasonable to suggest that recent semi-official rumours about subsidising US expansion rates are a long way off the mark.

The expansionary fiscal policy pursued by the Reagan Administration endorses this view, with excess demand showing up in the current account, rather than the inflation figures. Yesterday's deflator shows the US inflation rate in the second quarter actually falling to 2.8 per cent from a revised 3.9 per cent in the first three months.

The bond market reaction to the figures was immediate. Forewarned by Mr Paul Volcker's comment last week that credit demand was still very buoyant, even if the US growth rate was slowing, yields bounced back to around the 13 1/2 per cent mark. The bond market reaction serves to indicate that holders of US government bonds are looking for a higher risk premium.

This is precautionary in the short term, since the US treasury has just unveiled yet another funding package, worth \$15 1/2 billion in 4-20 year maturities. The May funding package went very poorly. Presumably the end-June offerings will meet with a similar fate.

Of greater significance may be the rise yesterday in the Federal funds rate to 12 per cent. The Federal Reserve Board also arranged overnight system repurchase agreements, a move normally treated as an interest rate signal.

Thus the reaction to an expansionary fiscal policy looks to be tightening in the monetary stance. This interpretation, if correct, must be viewed with considerable alarm. By November this year, bonds could be yielding around 16 per cent on a straight projection, given that the US political will to alter the fiscal balance is currently absent.

Either UK rates will have been forced up in the meantime in line with the rise in US rates, or sterling will be sunk yet again to unthinkable lows. The UK authorities face a fairly grisly dilemma, if bond yields keep backing up as the US economy expands. And yesterday, in the morning, it all seemed so straightforward once again.

Successor in the Wriston mould

Among the world's bankers, Mr Walter Wriston is the number one, standing figuratively and usually literally head and shoulders above the rest. His achievement is to have made Citicorp the most courageous, outrageous, admired, envied and disliked of all international banks.

Citicorp is not merely a bank; in its own words it is "a global financial service enterprise", which already embraces an investment bank, an individual bank and an institutional bank, an individual bank and an institutional bank and intends to move to the power of five with an insurance business and a "worldwide (naturally) distributor of financial data base services".

And, as if to prove that Citicorp has lost none of its power to astonish, Mr Wriston has finally named as his successor as chairman and chief executive officer the man thought to have least chance of the three in the running: Mr John S. Reed. He is an engineer by training and a mere strapping of 45, but plainly more in the Wriston mode than his two rivals - Mr Thomas O. Theobald, 47, the man the smart money was on, and Mr Hans H. Agermueller, 59.

The first reaction to Mr Reed's preference was that the other two are unlikely to stay. Clearly Mr Reed, if only on account of his age, leaves no headroom as far into the future as the 45 to 60 year olds will care to look.

Neither Mr Wriston nor the rest of the Citicorp has obviously reached the decision lightly. In fact, they have kept speculation about the identity of the new head man going for several years.

It is even said that Mr Wriston made the wonderful discovery that he was a year younger than he and everyone else had thought, thus extending his tenure and keeping his team straining at the leash in hungry expectation of what might lie ahead.

Citicorp under Mr Wriston has made the sort of big decisions that would give other bankers heart attacks. It has also made the sort of spectacular boners in foreign exchange dealing and in Latin American lending for example that bring smiles of smug satisfaction to conventional banking lips.

Although at one time, certainly in British banking, there would have seemed nothin remarkable about it, Citicorp in the 1970s decided that a bank without adequate resources.

But at the time the thinking of most banks, including our own, was just the opposite: wholesale not retail banking had become name of the game.

Mr Reed is the man most likely to continue to lead Citicorp in the direction Mr Wriston chose to go.

He has carried out the Wriston strategy on the ground, making the kind of spectacular losses, initially, which Mr Wriston, though not all his colleagues, regarded as part of the cost of his post engineering education.

If its thrills and spills you are looking for, Citicorp will still be the place. And it is worth remembering that Citicorp is on course to making a big impact on banking in this country.

High US growth rate pushes sterling to all-time low

By Peter Wilson-Smith

The dollar rose sharply and bond and share prices on both sides of the Atlantic tumbled in response to yesterday's announcement that the US economy is growing at a 5.7 per cent annual rate in the second quarter of the year.

The flash estimate of second-quarter growth was much higher than the markets were expecting and has sparked fears that US interest rates are set to go higher.

In the foreign exchange markets the dollar's surge pushed sterling to a new all-time low of \$1.3640 before it eased off the bottom, helped by the Bank of England, to close 1.15 cents down at \$1.3665.

However, there was not much selling pressure and the pound was steady against other currencies, finishing down 0.2 at 79.4 against a basket of currencies.

The threat of higher US interest rates led to widespread selling on the stock market and the FT Index fell 17.3 to 814.9, losing the gains of the previous two days. Gilt ended as much as 1 1/4 down at the longer end, in afterhours trading, while on Wall Street shares also fell sharply.

After recent indications that US growth was easing, the markets were expecting an increase of up to about 4.5 per cent in second-quarter gross national product. Not only was this comfortably exceeded but the Commerce Department has now revised upwards the rapid first-quarter growth from 8.8 per cent to 9.7 per cent, at a seasonally adjusted annual rate.

The Reagan Administration sought to allay concern in the markets by pointing to the drop in the gap deflator, which shows inflation on this measure falling from 3.9 per cent in the first quarter to 2.8 per cent in the second.

Mr Donald Regan, US Treasury Secretary, said the figures dispelled any notion that



Donald Regan: Overheating notion dispelled

monetary stance. The key Fed Funds rate moved up to 12 per cent yesterday and although the Federal Reserve injected temporary reserves into the system ahead of its normal intervention time, there is speculation that rising short-term interest rates could soon force a rise in bank prime rates from the present 12.5 per cent.

The dollar closed in London yesterday up 1.25 pfennigs against the Deutsche mark at DM 2.7795. In New York trading it continued to test the DM 2.78 level.

Cartagena, Colombia. The possibility of forming a debtors' front has been ruled out in the preparatory meeting for an emergency conference on Latin America's foreign debt crisis.

The deputy finance and foreign ministers of Latin America's 11 most heavily indebted countries are drafting about 20 proposals, for discussion and ratification by their foreign and finance ministers who will meet in Cartagena from today until Saturday.

New broker applies for membership

Prudential-Bache Securities' new London-based stockbroker firm, formally applied for membership of the Stock Exchange yesterday. The new firm, 29.9 per cent owned by Prudential-Bache, is the first new stockbroker firm to be created in memory.

The firm has been formed around three Stock Exchange members led by Mr Ashley Down, former head of corporate finance at the stockbroker James Capel.

Prudential-Bache is reluctant to talk of its size or ambitions while its application is being considered, but it is understood the final dealing team is being put in place. The firm is understood to be planning to offer research and corporate finance services to British corporate and institutional customers and to Prudential-Bache clients around the world.

The firm, expected to recruit between 25 and 30 staff, under present rules cannot earn more than 20 per cent of total commission from Prudential-Bache, which has an option to own the firm outright when the rules allow.

The firm is aiming for a limited corporate membership, capitalised initially at \$500,000. It was said when the formation was first announced.

Average earnings rising fast

By Our Banking Correspondent

Average earnings in Britain are rising much faster than in the other big industrialized countries and show no sign of decelerating despite the modest rate of inflation.

Earnings in the year to April showed an underlying rise of 7.75 per cent, the steepest in a row at this level, apart from a temporary blip upwards in December, and in manufacturing industry the underlying

increase is even higher at 9.5 per cent.

The rate of inflation has been running at just above 5 per cent in recent months and the latest figures from the Confederation of British Industry show no sign of a slowdown.

According to the CBI's cost-of-living index, the manufacturing industry is running at 6 per cent in the first five months of this year

Rolls and GEC in turbine link

By Edward Townsend, Industrial Correspondent

Rolls-Royce, the state-owned aero-engine manufacturer, and the General Electric Company (GEC) yesterday announced a joint-venture company, to be called GEC Rolls-Royce (Power Generation) formed to maintain a substantial British presence in the international market, will have an estimated annual turnover of £100m. Its creation is bound to fuel speculation about the way the Government intends to return Rolls-Royce to the private sector.

On previous sales figures, the new company is destined to become number three in the world league of power-generation equipment suppliers.

In the last five years Rolls-Royce and GEC combined have supplied about 8 per cent of world demand for power equipment above 10MW, but this is dwarfed by huge American presence. General Electric with 38 per cent and Westinghouse with 15 per cent.

The joint venture is based on the two companies' designs of gas generators, gas turbines, power turbines and packaged sets, which have to date won £1,000m worth of sales for power generation applications.

It is looking increasingly unlikely that a formal bid for British Aerospace will emerge from GEC this week despite market speculation to the contrary. Mr Bernard Friend, the British Aerospace finance director, said yesterday, "We are still discussing the rationale of a merger and we haven't really got down to the question of price yet."

Meanwhile Hawker Siddeley, whose aerospace interests were nationalized in 1977 to form a key part of British Aerospace, is watching developments. Its chairman Sir Arnold Hall refused to rule his company out of the running when questioned by a shareholder.

Inmos staff warning on takeover

By Michael Priest

Employees of Inmos, the electronics company which the Government plans to sell, have warned that key staff are likely to leave if it is taken over by AT & T the American telecommunications group.

The warning comes on the eve of today's Commons debate on new technology, called by the Opposition, with special reference to Inmos. But Whitehall sources said yesterday that Mr Norman Tebbit, the Trade and Industry Secretary, is not expected to make an announcement today on the company's future.

Despite prominence given to the £50m offer from AT & T Inmos manufacturing plants in Colorado and Wales it is understood that other possibilities, ranging from an outright sale to a cash injection, are being considered.

The AT & T offer is less attractive than it first appeared because the £50m would be in instalments. AT & T could thus finance the purchase of Inmos from that company's own cash flow. ICL Britain's major computer maker, would take over Inmos microchip designer as part of the deal.

A memorandum to the chairman and board of Inmos from the company's Bristol Local Advisory Council, representing the workforce, says: "Given the marketplace for VLSI (very large scale integration) technologies, there is little doubt that an AT & T/ICL type deal would lead to the departure of the majority of key UK employees."

It goes on: "Inmos's transporter (the revolutionary technology it is developing) would cease to exist and the UK investment in it (more than £100m) and in related technology would be lost."

The memorandum also claims that neither AT & T nor ICL have the experience and organization for the efficient marketing of semi-conductor components.

Steady recovery will continue - OECD

By Peter Wilson-Smith Banking Correspondent

Britain's recovery should continue at a steady pace over the next 18 months, although growth is likely to slow slightly and unemployment will stay high, the Organisation for Economic Co-operation and Development says in its latest six-monthly *Economic Review*.

It is rather more cheerful about Britain's prospects than it was six months ago, expecting stronger investment and export growth to help offset any slackening in domestic demand and keep the economy moving ahead.

And although the upturn is weaker than previous ones, OECD economists believe it could prove more durable with inflation settling around 5 per cent and the current account of the balance of payments staying in surplus over the next year-and-a-half.

However, The OECD remains more cautious than the Government on growth prospects and slightly less sanguine about inflation. Growth last year of 3.1 per cent, nearly three times the EEC rate, is expected to ease to about 2.5 per cent this year.

This compares with the Chancellor's prediction of 3 per cent for 1984. Next year the OECD is forecasting a further slowdown to around 2.25 per cent.

The OECD expects inflation in Britain to run at 5.25 per cent in the second half of this year.

This is lower than it thought six months ago but compares with the Government's forecast of 4.5 per cent by the end of the year.

The OECD's main worry about Britain is that wage growth could accelerate with pick-up in corporate profits and employment, risking a revival of inflation. This in turn could encourage consumers to save more, thus depressing demand.

Or Got the 24-nation OECD area as a whole, the Paris-based organization says growth is likely to slow significantly in the period ahead although it should continue at a moderate rate. It expects output to grow at a 2.5 to 3 per cent annual rate over the next 18 months, after increasing at a rate of 4 to 5 per cent.

Within the non-Communist industrialized countries, growth rates are likely to converge as the pace eases in both the US and Japan and the sluggish improvement in Europe accelerates slightly to between 2 to 2.5 per cent.

However, unemployment is only likely to fall slightly stabilizing around 8.5 per cent, or 31 million people, with a further rise in European member countries from 18.5 million now to 19.5 million by the end of 1985. In Britain a further rise in employment is likely to have only a marginal effect in reducing the jobless total.

STOCK EXCHANGES

FT-SE 100 Index: 1035.6 down 20.4	Night 1055.4 Low: 1033.4
FT Index: 814.9 down 17.3	FT Oldex: 78.89 down 0.41
FT All Share: N.A.	Bargains: 17.421
Dataseq USM Leaders Index: 103.50 down 0.52	New York Dow Jones Average: (Interim) 1108.55 down 8.28
Tokyo Nikkei: 10,237.22 up 39.88	Hongkong: Hang Seng Index: 931.05 up 3.66

CURRENCIES

LONDON CLOSE	
Sterling	\$1.3665 down 1.15 cents
Index	79.4 up 0.2
DM	2.7795 unchanged
FF	11.65 down 0.0125
Yen	320.50 down 0.25
Dollar	Index 132.6 up 0.5
DM	2.7795 up 0.0125
NEW YORK LATEST	
Sterling	\$1.3665
Dollar	DM 2.7885

INTEREST RATES

Domestic rates:	
Bank base rates	9, 9 1/2
Finance houses base rate	9 1/2
Discount market loans week fixed	8 1/2
3 month interbank	9 1/2-9 3/4
Euro-currency rates:	
3 month dollar	11 1/2-11 3/4
3 month DM	6 1/4-6 1/2
3 month FF	12 1/2-12 3/4
US rates:	
Bank prime rate	12.50
Fed funds 12	
Treasury long bond	9 3/4-9 1/2
ECGD Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period May 2, 1984 to June 3, 1984	
Inclusive:	5.516 per cent

GOLD

London fixed (per ounce):	
am	\$371.85 pm \$370.00
close	\$370.50 (\$270-270.50)
New York (latest):	\$370.15
Kruggerand (per coin):	\$381-382 (\$278.25-279)
Sovereigns (new):	\$82-88 (\$53.50-64.25)
*Excludes VAT	

NEWS IN BRIEF

OTC dealer in £3m cash call

Hill Woolgar, the issuing house and dealer in over the counter stocks, is raising £3m by a placing of 2 million £1 shares at 150p a share. The company, which has been trading for three years, aims for a listing on the Unlisted Securities Market in November.

The managing director, Mr John Woolgar, said the company wanted money in advance of the USM launch so it could retain its stake in two of its OTC stocks which were having a USM listing as working capital to facilitate the expansion of its business, and to have funds to either apply to become a member of the Stock Exchange or to enable it to buy a stake in a country stockbroker as a passport to the Stock Exchange.

● NORTHERN FOODS has reported pretax profits of £76.3m for the 18 months to March 31, 1984, against £41.2m for the 12 months to September 30, 1982. Turnover increased from £1,003m to £1,936.1m.

Tempus, page 19

● Profits at Powell Duffryn rose by 42 per cent to £18.3m for the year ended March 31 1984. The planned final dividend is 14p, making a total of 16p (14.25p).

Tempus, page 19

● THE PLESSEY COMPANY'S finance director, Mr Peter Marshall, said yesterday that the company was reinforcing its drive for collaborative projects with other big electronics groups. The ventures were likely to be technology exchanges rather than joint manufacturing. They are likely to be confined to Nato countries.

£94m contract for Tarmac

By Jeremy Warner

A £94m contract to build a section of the main tunnel for a new sewage system in Cairo, Egypt, has been awarded to a Tarmac-led consortium. It is the largest contract awarded in the project which is expected to cost a total of £1.2 billion.

The consortium, whose other members include Balfour Beatty, Cementation, Edmund Nutall and the Arab Contractors of Egypt, also has high hopes of winning the 'contract for the next stage of the project.

Tarmac has made tunnelling its speciality in overseas contracting work. In 1981 it completed a £34m tunnel under the Suez Canal.

The new work will be spread over three years and is being backed by Export Credits Guarantee Department loans and grants from the Overseas Development Agency.

Imports squeeze British textiles

British textile manufacturers are under renewed attack from imports.

Textile imports rose 16 per cent in the first quarter, against a 6 per cent rise in exports, according to the British Textile Confederation yesterday.

Imports from other European Community countries totalled 120,000 tonnes, up 33 per cent on two years ago, bringing complaints from Mr Ian MacArthur, the BTC director.



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- Re-organisation of Lee Cooper Limited completed.

OUR FUTURE IN 1984

- Exploitation of our French design facilities to the full will contribute to cost savings and efficiency.
- Re-organisation of UK activities a major step towards streamlining recent losses in operations.
- Elimination of an unsatisfactory licensee contract and establishment of new franchises offer new opportunities for the future.

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Economic commentary by Tim Congdon

Arthur Lee & Sons plc

Producers and Stockists of Bright Bars, Cold Rolled Strip, Wire and Wire Rope; Plastic Injection Moulders.

INTERIM REPORT:	Half-year to 31 March 1984	Year to 30 Sept 1983	Year to 30 Sept 1983
Turnover	£200's 33,045	£200's 28,370	£200's 56,318
Group Profit/(Loss) before taxation on ordinary activities	369	(759)	(571)
Group Profit/(Loss) after taxation and extraordinary item	313	(537)	(824)
Earnings per share	0.98p	(1.75p)	(2.11p)

The improving trend which was evident in the second-half of last year has continued in the period under review, and it is pleasing to report the achievement of a return to profitability. This profit would have been significantly higher if the Group had not suffered a major bad debt exceeding £250,000, all of which was written off in the half-year.

Demand was satisfactory during the recent half-year and the higher level of deliveries reflecting the increased turnover. The results of Lee Steel Strip Ltd. demonstrated further benefits of the rationalisation measures which were set in train in 1982, and the profitability of the other operations, apart from Wire-Ropes, also showed improvement.

Activity to date in the second-half of the financial year has generally been maintained at satisfactory levels, and in the absence of unforeseen circumstances, your Board expects further recovery in the second-half of the financial year. Meanwhile, it is felt appropriate to declare an unchanged interim dividend of 0.3p per share; the rate of the final dividend will be decided in the light of the circumstances prevailing at the end of the year.

Pensions, property and the great divide

Government ministers would probably not much like being described as piecemeal social engineers. The phrase conjures up images of planners and bureaucrats bustling people around, and making them do unpleasant, socially desirable things. For true believers in personal freedom - and that, of course, means all members of Mrs Thatcher's Cabinet - few labels could be more objectionable.

But the Thatcher government does have a problem. In important respects, Britain is not a free society. Choice is limited in many areas where, because functions are performed predominantly by or at the behest of the state, the individual has little say.

To extend choice requires change and change requires whether they like it or not, that ministers meddle, interfere and become piecemeal social engineers.

One of the most controversial areas of social policy today is pension provision.

On Tuesday Mr Norman Fowler, Social Services Secretary, published the first background paper for the

inquiry on pensions which he is chairing. The paper deals with the difficulties of paying for the state earnings-related pension scheme in future decades. It was analytical in character and avoided clear-cut recommendations.

So far the Government has taken more positive steps in the field of occupational pensions.

Last week Mr Fowler gave the go-ahead for legislation to protect the deferred pension benefits of early leavers. (Early leavers are people who change jobs in mid-career then see the real value of the pension due from their first job eroded by inflation.)

This move is only the initial step in what is likely to be a major upheaval in the pattern of personal saving for retirement.

The upheaval is motivated by a fear that Britain is becoming not a property-owning democracy, but a property-owning bureaucracy. The most rapidly growing element in the nation's wealth is the asset value of occupational pension schemes. They cover about 12 million workers and were estimated at the end of 1982 to be worth £83.5 billion.

It is clear that the beneficiaries of these schemes are their members, since they alone are entitled to receive anything.

It is also clear that most of the members do not regard pension fund assets as their own possessions. The sense of identification with the shares, the gilt-edged securities and the property under management is weak and tenuous.

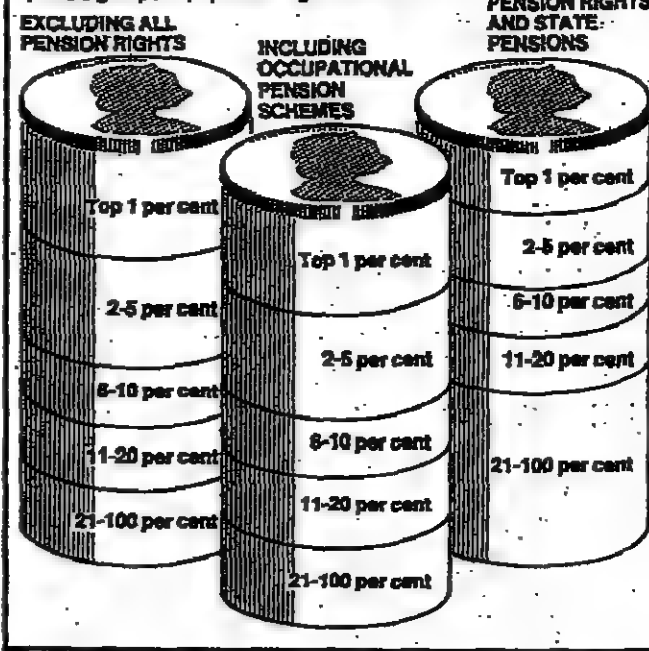
The absence of a strong tie arises partly because people gain something tangible only when they retire and partly because they are not directly involved in investment decisions. Better protection for early leavers will not be of much help here.

More vital is the portable pensions proposal that everyone should have the option to save for retirement as if they were self-employed.

The self-employed, who can obtain tax relief equivalent to 17.5 per cent of income for their retirement annuity premiums, have to decide for themselves in which fund they should invest. As a result they do identify with the assets acquired on their behalf.

PERSONAL WEALTH DISTRIBUTION (1972)

Percentage of personal wealth owned by quartile groups of population aged 16 and over



Cumulative basis	Excluding all pension rights	Including occupational pension schemes	Including all pension rights, inc. state pensions
Top 1 per cent	2.5	25.6	17.4
Top 5 per cent	53.9	50.1	34.9
Top 10 per cent	67.3	63.9	45.7
Top 20 per cent	82.4	80.8	59.3

Source: Diamond Commission

The importance of pension provision for social attitudes has been increasingly recognised since the mid-1970s. A key turning-point was the first report of the Diamond Commission on the distribution of income and wealth in 1975. It

cluded, the top 1 per cent owned 28.1 per cent of the nation's wealth and the top 5 per cent 53.9 per cent. This represented a marked change from the situation before the Second World War. In the years 1936-38, the top 1 per cent accounted for 56 per cent of all wealth and the top 5 per cent for 79 per cent.

The change from an extremely unequal society to a reasonably unequal society was much more pronounced once pension rights entered the calculations. In 1972, the inclusion of occupational pension rights reduced the share of the top 1 per cent to 25.6 per cent and of the top 5 per cent to 50.1 per cent.

Still more fundamentally, the inclusion of state pensions rights reduced the share of the top 1 per cent to 17.4 per cent and of the top 5 per cent to 34.9 per cent.

showed that the degree of inequality depended critically on whether pension rights were included in wealth or not.

The commission estimated that in 1972, if occupational pension rights were not included, the top 1 per cent owned 28.1 per cent of the nation's wealth and the top 5 per cent 53.9 per cent.

This represented a marked change from the situation before the Second World War. In the years 1936-38, the top 1 per cent accounted for 56 per cent of all wealth and the top 5 per cent for 79 per cent.

There has been a striking shift in the relative position of the rich and poor in the last 50 years. But supporters of the market economy may doubt whether this shift has been accompanied by a significant change in attitudes towards ownership.

It could be argued that aversion to the idea of private property in just as strong now as before the war.

If the increased importance of pension rights is one reason why greater equality has not had more impact on attitudes, it is hardly surprising that the Thatcher government should want to change the structure of retirement savings. Mr Fowler's task is to encourage investment media where there is a direct, well-recognised link between the underlying assets and their owner.

But the Diamond Commission's figures show that state pensions are far more important than occupational schemes. According to work done for the commission by the Government Actuary's department, the value of accrued rights to state pensions was more than £154 billion in 1975, a multiple of the value of rights in occupational pensions.

As we have seen, Mr Fowler until now has concentrated on changing the arrangements for occupational schemes. It is obvious that the role of state pensions is economically at least as large an issue. Socially, it may be even more crucial.

Indeed, here is another respect in which Britain remains split into Disraeli's Two Nations. One nation, mostly middle-class and better-off, has benefited at retirement from occupational pensions. The majority of this group is made

up of people who are also owner-occupiers. By the time they can take advantage of their pensions, their mortgage has usually been paid off.

For this first nation a move towards pension portability would increase their interest in the success of British industry.

They would be able to see more clearly the relation between the profitability of their investments and the value of their pensions.

But it seems unlikely that they would feel greater political commitment to private property and the market economy. This is already very strong because of their considerable stake in residential property.

The citizens who belong to the second nation are quite different. Their savings - in the sense of assets over which they have absolute command - are typically negligible.

They live in council houses, rely on national insurance, if earnings are interrupted by unemployment or other misfortunes, and expect to live wholly off the state pension in retirement.

Since citizens in the second nation are not usually members of occupational pension schemes, pension portability can make little difference to them. Their attitudes towards "the system" are unlikely to change.

The really difficult item on the Government's agenda is, therefore, to promote greater support for the market economy among the property-less second nation. Council house sales are one element in its programme.

But, logically, the next stage must be to strengthen identification with assets such as equities and other claims on the corporate sector. Changing the terms of the state earnings-related scheme may be prudent and necessary on financial grounds, but it is not a radical new departure in social policy.

In other Anglo-Saxon societies, notably the United States, a much higher proportion of the working population owns bonds and equities, and so appreciates the link between company profitability and their own living standards in retirement.

At present, this link is disguised in Britain because state pensions are financed by taxes called "national insurance contributions".

Better terms for early leavers and pension portability are piecemeal moves in the right direction, but the Government has much more to do if its social engineering is to create a genuine property-owning democracy.

The author is economics partner at stockbrokers L. Messel & Sons.

Country and New Town Properties D.C.

Summary of unaudited results for the year ended 31st January, 1984:

	1984 £'000	1983 £'000	Increase %
Net Rental Income	7,545	4,092	84
Profit before Taxation	2,859	2,167	32
Profit attributable to Shareholders	1,458	1,079	35
Earnings per Share	3.21p	2.13p	51
Dividend per Share (net)	1.25p	1.00p	25

Highlights from the statement by the Chairman, Mr. G.M. Newton:

- * Net asset value 109p per share, up from 95p.
- * Total property assets £121 million, up from £75 million.
- * Civil Service Store completion 1985.

"I am confident that this trend of increased profit and dividend will continue in the year to 31st January, 1985."

Copies of the Report and Accounts will be available on 29th June, 1984 from the Secretary, Walter House, 418-422 Strand, London, WC2R 0PT.

1983/84	1984/85	1985/86	1986/87	1987/88	1988/89	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95	1995/96	1996/97	1997/98	1998/99	1999/00	2000/01	2001/02	2002/03	2003/04	2004/05	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	2030/31	2031/32	2032/33	2033/34	2034/35	2035/36	2036/37	2037/38	2038/39	2039/40	2040/41	2041/42	2042/43	2043/44	2044/45	2045/46	2046/47	2047/48	2048/49	2049/50	2050/51	2051/52	2052/53	2053/54	2054/55	2055/56	2056/57	2057/58	2058/59	2059/60	2060/61	2061/62	2062/63	2063/64	2064/65	2065/66	2066/67	2067/68	2068/69	2069/70	2070/71	2071/72	2072/73	2073/74	2074/75	2075/76	2076/77	2077/78	2078/79	2079/80	2080/81	2081/82	2082/83	2083/84	2084/85	2085/86	2086/87	2087/88	2088/89	2089/90	2090/91	2091/92	2092/93	2093/94	2094/95	2095/96	2096/97	2097/98	2098/99	2099/00	2100/01	2101/02	2102/03	2103/04	2104/05	2105/06	2106/07	2107/08	2108/09	2109/10	2110/11	2111/12	2112/13	2113/14	2114/15	2115/16	2116/17	2117/18	2118/19	2119/20	2120/21	2121/22	2122/23	2123/24	2124/25	2125/26	2126/27	2127/28	2128/29	2129/30	2130/31	2131/32	2132/33	2133/34	2134/35	2135/36	2136/37	2137/38	2138/39	2139/40	2140/41	2141/42	2142/43	2143/44	2144/45	2145/46	2146/47	2147/48	2148/49	2149/50	2150/51	2151/52	2152/53	2153/54	2154/55	2155/56	2156/57	2157/58	2158/59	2159/60	2160/61	2161/62	2162/63	2163/64	2164/65	2165/66	2166/67	2167/68	2168/69	2169/70	2170/71	2171/72	2172/73	2173/74	2174/75	2175/76	2176/77	2177/78	2178/79	2179/80	2180/81	2181/82	2182/83	2183/84	2184/85	2185/86	2186/87	2187/88	2188/89	2189/90	2190/91	2191/92	2192/93	2193/94	2194/95	2195/96	2196/97	2197/98	2198/99	2199/00	2200/01	2201/02	2202/03	2203/04	2204/05	2205/06	2206/07	2207/08	2208/09	2209/10	2210/11	2211/12	2212/13	2213/14	2214/15	2215/16	2216/17	2217/18	2218/19	2219/20	2220/21	2221/22	2222/23	2223/24	2224/25	2225/26	2226/27	2227/28	2228/29	2229/30	2230/31	2231/32	2232/33	2233/34	2234/35	2235/36	2236/37	2237/38	2238/39	2239/40	2240/41	2241/42	2242/43	2243/44	2244/45	2245/46	2246/47	2247/48	2248/49	2249/50	2250/51	2251/52	2252/53	2253/54	2254/55	2255/56	2256/57	2257/58	2258/59	2259/60	2260/61	2261/62	2262/63	2263/64	2264/65	2265/66	2266/67	2267/68	2268/69	2269/70	2270/71	2271/72	2272/73	2273/74	2274/75	2275/76	2276/77	2277/78	2278/79	2279/80	2280/81	2281/82	2282/83	2283/84	2284/85	2285/86	2286/87	2287/88	2288/89	2289/90	2290/91	2291/92	2292/93	2293/94	2294/95	2295/96	2296/97	2297/98	2298/99	2299/00	2300/01	2301/02	2302/03	2303/04	2304/05	2305/06	2306/07	2307/08	2308/09	2309/10	2310/11	2311/12	2312/13	2313/14	2314/15	2315/16	2316/17	2317/18	2318/19	2319/20	2320/21	2321/22	2322/23	2323/24	2324/25	2325/26	2326/27	2327/28	2328/29	2329/30	2330/31	2331/32	2332/33	2333/34	2334/35	2335/36	2336/37	2337/38	2338/39	2339/40	2340/41	2341/42	2342/43	2343/44	2344/45	2345/46	2346/47	2347/48	2348/49	2349/50	2350/51	2351/52	2352/53	2353/54	2354/55	2355/56	2356/57	2357/58	2358/59	2359/60	2360/61	2361/62	2362/63	2363/64	2364/65	2365/66	2366/67	2367/68	2368/69	2369/70	2370/71	2371/72	2372/73	2373/74	2374/75	2375/76	2376/77	2377/78	2378/79	2379/80	2380/81	2381/82	2382/83	2383/84	2384/85	2385/86	2386/87	2387/88	2388/89	2389/90	2390/91	2391/92	2392/93	2393/94	2394/95	2395/96	2396/97	2397/98	2398/99	2399/00	2400/01	2401/02	2402/03	2403/04	2404/05	2405/06	2406/07	2407/08	2408/09	2409/10	2410/11	2411/12	2412/13	2413/14	2414/15	2415/16	2416/17	2417/18	2418/19	2419/20	2420/21	2421/22	2422/23	2423/24	2424/25	2425/26	2426/27	2427/28	2428/29	2429/30	2430/31	2431/32	2432/33	2433/34	2434/35	2435/36	2436/37	2437/38	2438/39	2439/40	2440/41	2441/42	2442/43	2443/44	2444/45	2445/46	2446/47	2447/48	2448/49	2449/50	2450/51	2451/52	2452/53	2453/54	2454/55	2455/56	2456/57	2457/58	2458/59	2459/60	2460/61	2461/62	2462/63	2463/64	2464/65	2465/66	2466/67	2467/68	2468/69	2469/70	2470/71	2471/72	2472/73	2473/74	2474/75	2475/76	2476/77	2477/78	2478/79	2479/80	2480/81	2481/82	2482/83	2483/84	2484/85	2485/86	2486/87	2487/88	2488/89	2489/90	2490/91	2491/92	2492/93	2493/94	2494/95	2495/96	2496/97	2497/98	2498/99	2499/00	2500/01	2501/02	2502/03	2503/04	2504/05	2505/06	2506/07	2507/08	2508/09	2509/10	2510/11	2511/12	2512/13	2513/14	2514/15	2515/16	2516/17	2517/18	2518/19	2519/20	2520/21	2521/22	2522/23	2523/24	2524/25	2525/26	2526/27	2527/28	2528/29	2529/30	2530/31	2531/32	2532/33	2533/34	2534/35	2535/36	2536/37	2537/38	2538/39	2539/40	2540/41	2541/42	2542/43	2543/44	2544/45	2545/46	2546/47	2547/48	2548/49	2549/50	2550/51	2551/52	2552/53	2553/54	2554/55	2555/56	2556/57	2557/58	2558/59	2559/60	2560/61	2561/62	2562/63	2563/64	2564/65	2565/66	2566/67	2567/68	2568/69	2569/70	2570/71	2571/72	2572/73	2573/74	2574/75	2575/76	2576/77	2577/78	2578/79	2579/80	2580/81	2581/82	2582/83	2583/84	2584/85	2585/86	2586/87	2587/88	2588/89	2589/90	2590/91	2591/92	2592/93	2593/94	2594/95	2595/96	2596/97	2597/98	2598/99	2599/00	2600/01	2601/02	2602/03	2603/04	2604/05	2605/06	2606/07	2607/08	2608/09	2609/10	2610/11	2611/12	2612/13	2613/14	2614/15	2615/16	2616/17	2617/18	2618/19	2619/20	2620/21	2621/22	2622/23	2623/24	2624/25	2625/26	2626/27	2627/28	2628/29	2629/30	2630/31	2631/32	2632/33	2633/34	2634/35	2635/36	2636/37	2637/38	2638/39	2639/40	2640/41	2641/42	2642/43	2643/44	2644/45	2645/46	2646/47	2647/48	2648/49	2649/50	2650/51	2651/52	2652/53	2653/54	2654/55	2655/56	2656/57	2657/58	2658/59	2659/60	2660/61	2661/62	2662/63	2663/64	2664/65	2665/66	2666/67	2667/68	2668/69	2669/70	2670/71	2671/72	2672/73	2673/74	2674/75	2675/76	2676/77	2677/78	2678/79	2679/80	2680/81	2681/82	2682/83	2683/84	2684/85	2685/86	2686/87	2687/88	2688/89	2689/90	2690/91	2691/92	2692/93	2693/94	2694/95	2695/96	2696/97	2697/98	2698/99	2699/00	2700/01	2701/02	2702/03	2703/04	2704/05	2705/06	2706/07	2707/08	2708/09	2709/10	2710/11	2711/12	2712/13	2713/14	2714/15	2715/16	2716/17	2717/18	2718/19	2719/20	2720/21	2721/22	2722/23	2723/24	2724/25	2725/26	2726/27	2727/28	2728/29	2729/30	2730/31	2731/32	2732/33	2733/34	2734/35	2735/36	2736/37	2737/38	2738/39	2739/40	2740/41	2741/42	2742/43	2743/44	2744/45	2745/46	2746/47	2747/48	2748/49	2749/50	2750/51	2751/52	2752/53	2753/54	2754/55	2755/56	2756/57	2757/58	2758/59	2759/60	2760/61	2761/62	2762/63	2763/64	2764/65	2765/66	2766/67	2767/68	2768/69	2769/70	2770/71	2771/72	2772/73	2773/74	2774/75	2775/76	2776/77	2777/78	2778/79	2779/80	2780/81	2781/82	2782/83	2783/84	2784/85	2785/86	2786/87	2787/88	2788/89	2789/90	2790/91	2791/92	2792/93	2793/94	2794/95	2795/96	2796/97	2797/98	2798/99	2799/00	2800/01	2801/02	2802/03	2803/04	2804/05	2805/06	2806/07	2807/08	2808/09	2809/10	2810/11	2811/12	2812/13	2813/14	2814/15	2815/16	2816/17	2817/18	2818/19	2819/20	2820/21	2821/22	2822/23	2823/24	2824/25	2825/26	2826/27	2827/28	2828/29	2829/30	2830/31	2831/32	2832/33	2833/34	2834/35	2835/36	2836/37	2837/38	2838/39	2839/40	2840/41	2841/42	2842/43	2843/44	2844/45	2845/46	2846/47	2847/48	2848/49	2849/50	2850/51	2851/52	2852/53	2853/54	2854/55	2855/56	2856/57	2857/58	2858/59	2859/60	2860/61	2861/62	2862/63	2863/64	2864/65	2865/66	2866/67	2867/68	2868/69	2869/70	2870/71	2871/72	2872/73	2873/74	2874/75	2875/76	2876/77	2877/78	2878/79	2879/80	2880/81	2881/82	2882/83	2883/84	2884/85	2885/86	2886/87	2887/88	2888/89	2889/90	2890/91	2891/92	2892/93	2893/94	2894/95	2895/96	2896/97	2897/98	2898/99	2899/00	2900/01	2901/02	2902/03	2903/04	2904/05	2905/06	2906/07	2907/08	2908/09	2909/10	2910/11	2911/12	2912/13	2913/14	2914/15	2915/16	2916/17	2917/18	2918/19	2919/20	2920/21	2921/22	2922/23	2923/24	2924/25	2925/26	2926/27	2927/28	2928/29	2929/30	2930/31	2931/32	2932/33	2933/34	2934/35	2935/36	2936/37	2937/38	2938/39	2939/40	2940/41	2941/42	2942/43	2943/44	2944/45	2945/46	2946/47	2947/48	2948/49	2949/50	2950/51	2951/52	2952/53	2953/54	2954/55	2955/56	2956/57	2957/58	2958/59	2959/60	2960/61	2961/62	2962/63	2963/64	2964/65	2965/66	2966/67	2967/68	2968/69	2969/70	2970/71	2971/72	2972/73	2973/74	2974/75	2975/76	2976/77	2977/78	2978/79	2979/80	2980/81	2981/82	2982/83	2983/84	2984/85	2985/86	2986/87	2987/88	2988/89	2989/90	2990/91	2991/92	2992/93	2993/94	2994/95	2995/96	2996/97	2997/98	2998/99	2999/00	3000/01	3001/02	3002/03	3003/04	3004/05	3005/06	3006/07	3007/08	3008/09	3009/10	3010/11	3011/12	3012/13	3013/14	3014/1
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STOCK MARKET REPORT

Kleinwort Benson 'agrees stake in leading broker'

By Wayne Lintott and Michael Clark

The leading merchant bankers Kleinwort Benson were said yesterday to have reached agreement at last to take a stake and eventual control of a leading broker with strong gilt business.

The bank's leading directors were all at a meeting, but an official made the obligatory statement that they were not prepared to comment on such stories.

A deal now would prove very timely. A US Senate committee has just recommended the withdrawal of US withholding tax on foreign investment in US government stock.

This will create a sharp increase in demand for US bonds just a few months after Kleinwort paid £19m to become one of America's 37 exclusive primary dealers through which the US Federal Reserve Board does all its bond business.

Given that the Bank of England also has plans for a similar system of primary dealers in the not so brave new world of the Stock Exchange, there is pressure on Kleinwort to establish itself as a potential candidate as quickly as possible. Particularly so, as its competitor Samuel Montagu has linked with Greenwoods already.

There are no significant jobbing firms left for the bank to court so the main contenders on the buying side emerge as Grieveson Grant, Mullens, Nivison, Pembrey & Boyle and Phillips & Drew.

All have a strong gilt distribution service that could be attractive to a merchant bank that has publicly stated its commitment to becoming an international force in dealing with high class debt securities.

At 370p Kleinwort shares are well below the 430p level ruling when the American deal was struck and were unchanged yesterday.

Analysis are a little surprised that Kleinwort has taken so long to form an association. Clearly, the bank has hoisted its trading flag and it still has the Japanese and Pacific Basin markets to establish a more prominent presence.

Elsewhere, gilts and equities were in a retreat after the latest economic news from America, where the gap showed a 5.7 per cent rise in the second quarter. This means the American economy is growing too fast for its own good and could mean still higher interest rates.

That was bad news for shares in New York and London, which had both been enjoying something of a rally.

In London, widespread selling left the FT 100 down at 1,149.4 - effectively wiping out the previous two days' gains.

Sentiment was at a low ebb and not helped by the distractions of Ascol. Dealers fear the market could open lower again today.

The losses in gilts stretched to £1 in longs and up to £2 in shorts as the pound slumped to its lowest level ever against the dollar on the foreign exchange.

This was in sharp contrast to Tuesday's activity after the Government Broker's decision to cut the price of some of his remaining taps.

The losses in blue chips were widespread with Allied-Lyons sliding 3p to 158p, BTR 10p to 434p, Bectham 8p to 198p, Blue Circle 5p to 390p, BOC Group

24p to 235p, Bower 11p to 247p, Courtauld 4p to 120p, Distillers 8p to 301p, GKN 8p to 171p, Glaxo 3p to 845p, Grand Metropolitan 8p to 316p, ICI 10p to 360p and Imperial Group 3p to 167p.

Hawker Siddeley lost ground after its annual meeting but rallied to 421p, after 411p, having refused to rule itself out of the running for control of British Aerospace, down 1p to 360p.

Caparo Industries was again buying more shares in Fidelity - two days after announcing it had increased its stake in the company to 8.4 per cent. Caparo would not say how

many it had bought, but market estimates said it could now own nearly 12 per cent. Fidelity rose 3p to 95p.

London and Manchester Assurance, part of the London and Manchester Group which two weeks ago bid for the Nineteen Twenty-Eight Investment Trust, has rejected a higher offer from P&O.

LMA has 30 per cent of 1928

and can effectively block out other bidders. P&O, the white knight found in a hurry by 1928's advisers Hill Samuel, offered to pay 100 per cent of 1928's net asset value compared with LMA's offer of 95 per cent.

LMA did not want to sell its 1928 shares to P&O and incur a large capital gains tax bill. Also it did not want to bind itself to the P&O bid and shut out all other potential higher offers.

A weaker spot price for oil on the Amsterdam market knocked the stuffing out of oil shares. Dealers reported persistent selling across the board, despite the view that renewed escalation of the fighting in the Gulf would drive prices higher.

Among the leaders BP stood out with a 13p fall to 465p, followed by Shell 15p to 621p, Barmat 3p to 166p, British 3p to 201p, and Ultramar 8p to 248p.

Attempts by Barratt Developments to shake off the ill effects of Monday's World in Action programme again met with little success. An early rally of 4p was met by nervous selling, leaving the shares unchanged on the day at 90p - just 4p short of the year's low.

Oxford Instruments, the healthcare products group, spurred 15p to 289p after reporting a doubling in profits, while good figures were also good for 3p on Lookers at 88p, Robert Horns 4p to 101p and Bulmer & Lamb 4p to 73p. Northern Foods dipped 15p to 166p after confirmation that the first quarter trading had got off to a poor start. But analysts took a brighter view after discussions with the directors.

Shares of Aeronite, the passive fire protection group specialising in North Sea oil rigs, rose 2p to 138p after reporting an increase in interim pretax profits from £252,000 to £347,000 for the six months to April 30. The group says the outlook for the remainder of the year is promising with construction of several oil platforms planned.

The British Rail Pension Fund has bought 230,000 shares in the Lancashire & London Investment Trust. This amounts to 5.75 per cent of the equity. The shares were unaltered at 107p.

Equity turnover on June 19, was £235,444 (14,733) bargains. The number of British and Irish stocks traded was 119.7 million. Gilt bargains totalled 5,071.

Elsewhere, sterling held up quite well. It finished slightly lower against the Deutschmark at 3.7945 (3.7960) and was just a shade off in Swiss franc terms at 3.1500 (3.1510), although its trade weighted index ended the session lower at 79.4 compared with 79.6.

Overnight money was cheap, and the change induced the belief that it will stay that way over the next few days.

The previous view had been that money would be tight and more expensive for the last two days of the week.

The Bank of England opened with a forecast of 'flat' credit conditions, and later amended its view to surplus of about £50m.

In the afternoon, the Bank mopped up excess funds by selling £55m of Treasury Bills dated June 21 at rates of discount in the range of 8 per cent to 8 1/2 per cent.

At the end of trading the pound, after tumbling to 1.3640, eased off the bottom with the help of a little Bank of England support. The close was 1.3665 a fall on the day of 1.5 cents.

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TEMPUS

Northern Foods get that sinking feeling

Northern Foods' share price yesterday suffered that nightmare where it fell and kept on falling. It finally woke up at 166p, having shed 18p to languish at its lowest level since 1982.

This harsh reaction from the stock market to the group's pretax profit of £53.3m was borne out of the less-than-optimistic noises about trading in the first quarter of the current year, and uncertainties over the closures in the US subsidiary Bluebird. Even allowing for the general uncertainty in the market, the dip in price was a little excessive.

The problem in the current year relating to pressure on margins and the price of raw materials have largely been alleviated and should not hinder progress for the rest of the year. In the US, the rationalization of Bluebird's operations is complete and the £2.2m extraordinary provision is adequate to cover even the worst outcome of the mop-up exercise.

Bluebird proved a painful acquisition for Northern Foods but it is now left with only two small plants which will trade profitably in future. On top of this, if the planned sale of the closed plants goes ahead it could bring a welcome £30m boost to the group's cash balances.

The disposals also free management time and resources to concentrate on a US acquisition programme, to complement the highly successful Keystone subsidiary which does 90 per cent of its business with the McDonalds hamburger chain. Last year sales to McDonalds topped £400m and this could increase substantially if two new test products are accepted for national distribution.

In Britain the star performer was Pork Farms, which is steadily increasing its business with Marks and Spencer. Any pressure on margins is more than offset by the quality of the business, and with the benefits of an extensive capital investment programme filtering through into the results, it is set for further progress.

However, Northern Foods' long tradition of capital investment could well be drawing to an end. The removal of first-year capital allowances now

makes acquisitions cheaper than organic growth.

The share has traded at a premium to the rest of the sector recently and yesterday's fall in price was an aberration rather than a re-rating. At 166p it represents good value.

Powell Duffryn

Powell Duffryn is a little like the British economy - easy enough to get some sectors firing but virtually impossible to get the whole show on the road at once. Thus last year, bulk liquid storage and fuel distribution accelerated, while the construction side romped ahead on the back of the housebuilding cycle. But shipbuilding and engineering spluttered.

Not surprisingly, the group is hoisting a few warning signs about the current year. Quiet confidence abounds in the boardroom about global growth in the mid-eighties. But the miners' strike is starting to affect shipping profits, and if the dispute drags on into the winter, the consequences could be fairly serious.

The parallel with the oil-rich British economy can be extended, insofar as Powell Duffryn is strong enough to baffle itself out if divisions do hit a wall. The ill-fated stake in IBH, the West German construction company which collapsed in November 1983, accounts for extraordinary losses, taken below the line, of £9.8m.

Hence negative retentions of £2.8m. But net equity has been bolstered by a timely asset revaluation which generated a surplus of £1.3m. Such strength breeds its own good fortune. The original write-off of £14m scales down to £9.4m, since an IBH loan of £4.6m was non-repayable after the collapse.

Given that the underlying demand picture shows static to a mildly better volume sales, shareholders' main interest lies in bid hopes. Judging by the Hanson Trust's 4.6 per cent stake, the valuations are gathering, and PD's plans to shuffle its industrial portfolio around next year reinforce the dealer image.

But valuing the group is tricky. At 363p, the target multiple of 9 (on 1984-85 estimates of £22m pretax)

implies a bid premium worth half the market capitalization. Yet bulk storage and fuel distribution must be worth about £130m together, £17m more than the market worth. Shareholders should hang on for £3 a share.

Oxford Instruments

Yesterday's results from Oxford Instruments pushed the shares back up to the astronomical rating the medical electronics group's followers believe it deserves.

This boost up 15p to 288p must have come as a relief to those who tendered for the issue last October when prices were pitched very much with a bull market in mind. For the last three or four months the shares have traded at well below October's 285p striking price - and indeed have dropped to more than 20 per cent below their peak.

However, the worries about US approval for Oxford's magnets used in body scanners, and the possible emergence of in-house magnet manufacture by the scanner manufacturers have greatly cooled.

Yesterday's announcement of profits of £6.1m comfortably exceeded the forecast £5.75m and this year could see a further advance by as much as 50 per cent.

The two star performers were undoubtedly Oxford Magnets and Oxford Medical Systems. Of the rest, two were very disappointing - Oxford Dynamics and Oxford Automation, both of which lost money. The new management put in by the Industrial and Commercial Finance Corporation has, in the words of one analyst, bitten the bullet and intends to close Dynamics.

The threat of GLC manufacturing its own magnets exists but Oxford believes it has too big a technological lead in a limited market for much competition to emerge.

The joint venture with the Japanese company Furukawa should begin production next month and make a small profit contribution this year. The Japanese market is expected to be as big as that of the US by 1986-87 and is therefore set to become a 'cornerstone' of Oxford's strategy for years to come.

FOREIGN EXCHANGES

The 5.7 per cent jump in the second quarter 'flash' US gap, which was far above foreign exchange market analysts' estimates, sent the dollar soaring, but put sterling at an all-time low in dollar terms.

At the end of trading the pound, after tumbling to 1.3640, eased off the bottom with the help of a little Bank of England support. The close was 1.3665 a fall on the day of 1.5 cents.

Elsewhere, sterling held up quite well. It finished slightly lower against the Deutschmark at 3.7945 (3.7960) and was just a shade off in Swiss franc terms at 3.1500 (3.1510), although its trade weighted index ended the session lower at 79.4 compared with 79.6.

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GOLF

European venues bring out the best in Trevino

By Mitchell Platt

Lee Trevino brings his exuberant character back to the European tour when he tees-off in the inaugural Monte Carlo Open on the Mont Agel course today. Trevino, runner-up earlier this year in the United States Tournament Players' championship, is enjoying a revival after plunging as low as 113th in the American official money list in 1982. He has arrived after finishing ninth in the US Open last week.

The decline of Trevino could be traced to recurring back trouble and his only victory since the Tournament of Champions in 1981 has been the Canadian PGA championship, which is a non-tour event. However, he has usually performed well when visiting Europe, for apart from winning the Open championship (1971 and 1972) he has also won the Benson and Hedges International and the Lancome Trophy.

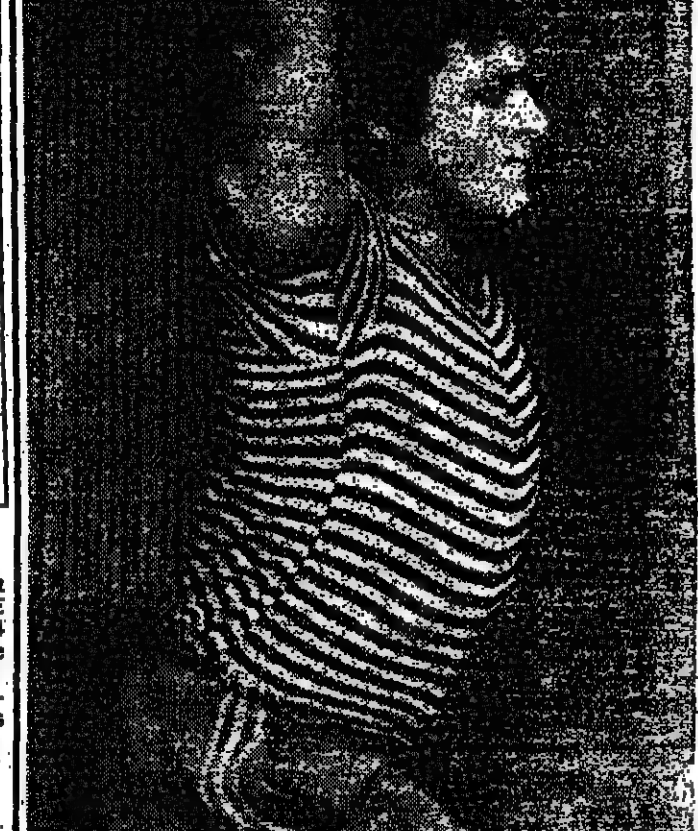
Trevino and Jaso Aoki, of Japan, have been encouraged to compete, no doubt by a substantial handshake, and their presence makes up for the absence of Bernhard Langer and Sandy Lyle. Aoki, too, has enjoyed reasonable success, when visiting the European scene because he won the World Matchplay

championship in 1978 and took the European Open Title in September. Meanwhile, in spite of the surprising triumphs of Jaime Gonzalez of Brazil, (tournament Players' championship) and Michael Clayton of Australia (Times Open) in the last two weeks, Howard Clark continues to lead the Order of Merit, which is sponsored this season by Sperry.

Clark (£55,530) is still holding a commanding £20,000 lead over Langer and the absence of the West German means that Sam Torrance (£30,426) is the most likely player to move closer to the Yorkshireman. Mark James and Ken Brown are also among the contenders for a first prize of £16,500.

Even so, the panoramic course of Monaco can be viewed, could favour the shorter hitter and it is interesting that Neil Coles has chosen to drive down for the event. Coles has an aversion to flying, which means he rarely competes on the Continent. But he made the effort to drive to Spain for the Sanyo Open when it was held on the short Sant Cugat course and he won.

More golf, page 20



Peter Pissent takes the strain (Photograph Chris Harris)

Striving for moments when boredom lifts

Training for weightlifting involves a monotonous routine of Herculean labour which yields only the most fractional improvement. SIMON BARNES meets two Britons who are prepared to endure in the hope of winning an Olympic medal in Los Angeles this summer.

Weightlifting is not the most glamorous of sports. Where's the Olympic training room? Pick your way through the rubble, follow the smell of sweat, through the hole, someone knocked in 'the wall', across what looks like a US serviceman's canteen, and there, behind the South Ruislip Leisure Centre (due to be closed at the end of the year) are the boys in the backroom: the Pissent brothers.

Not is weightlifting the most tedious of sports? In fact, it is downright boring - and it was Peter Pissent, British champion in the 100 kilo division, and one of Britain's best hopes for a medal in Los Angeles, who said so.

Pissent, from his mending, indeed, Hardest labour is Ruislip, in the back room where he has been training for two years, explained: 'A lot of the time it is very boring indeed. In fact, there is only one way to alleviate the boredom, and that is by improving in fact setting new personal bests. But that doesn't happen very often.'

There are some lifters who find pounds of extra strength in competition, the kind of extra weight they seek round and round to numb it into total submission with mental rays, before wailing it, fight as a feather, to the skies. 'It's better in training. It is easier to concentrate. In competition, I just try to approach the bar as calmly as possible. And then muster the aggression.'

Weightlifting is a sport that appeals to a certain kind of doggedness, a refusal to be bowed by the monotony of the training, an insistence that there really is a point to it all, that tomorrow you will be a fraction stronger, just a fraction closer to a medal. A medal, then every one, the weightlifter as much as any one else, will understand what all those mind-numbing hours in the back of South Ruislip Leisure Centre were really all about.

Unrelenting task

Pissent trains with his brother Steve, who is also going to Los Angeles to lift in the middleweight division, and who rates his chances: 'A little less than Peter's.' Both bless the brotherly rivalry, the sting of competition that can keep the interest going in the monotonous training session.

'I'm in with a chance of a medal. Peter Pissent admitted, not without reluctance. 'A slim chance. The Russians are still in, and should pick up the gold. But if I can equal my best, or even improve it, I will be among two or three other fighting for the minor medals.'

But the prospect of Olympic glory does make the actual training any easier. The little white monotony is unrelenting. The way to train for the sport of weightlifting.

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25/1/1984

Racing: Guineas heroines provide a memorable duel in the Coronation Stakes

Karadar can spark off big double for Swinburn by holding French at bay

Provided that the French Derby third, Rainbow Quest, does not run in the King Edward VII Stakes, Walter Swinburn has a good chance of landing a brilliant double for the Aga Khan at Royal Ascot today on Karadar in the Gold Cup and Kirmann in the King Edward VII Stakes.

Rainbow Quest has been declared to run in the King Edward VII Stakes but the word from Bechempton yesterday was that he will run only if there is an appreciable amount of rain before dawn in time for the going to change from firm to good or better still, soft.

Were he to get those conditions, Rainbow Quest would obviously have an outstanding chance. In his absence, I would go for Kirmann to put the finishing touches to a perfect day for the Aga Khan, and his young jockey, always assuming that Karadar has already won the Gold Cup.

That coveted trophy has been Karadar's objective all year. Ideally, Michael Stoute, his trainer, would have preferred him to have had a race already this season. Rough ground at Haydock and soft ground at Sandown are the reasons why he has not. However, Karadar was taken to Yarmouth last week for a gallop after racing had finished, and the way that he went with that good four-year-old Dazari, hinted that he is the one that they all have to beat this afternoon.

Last season, Karadar won the Doncaster and Jockey Club Cup, so today's trophy will not lack company on the Aga's sideboard. The hard core of Karadar's opposition appears to be the three runners from French stables, Fubymann du Tenu, Balloou and Nymus.

Philip, seeking his victory

By Mandarin (Michael Phillips)

Victory in the race on Prince of Peace, who is a much improved horse this season. However, his form with Forward, at Haydock last month, still does not equal that sported by Karadar at his best.

One could finish only fourth in the race 12 months ago when he was attempting to become the first horse this century to win Ascot's three main races for stayers, the Gold Cup, the Queen's Vase and the Queen Alexandra Stakes.

Firm ground could be against his chance now, whereas Karadar will revel in the conditions. Nymus and Fubymann du Tenu finished first and second in the Prix du Cadran, the French equivalent of the Gold Cup, so that guarantees that today's race will be a genuine test of stamina.

Fulke Johnson Houghton is optimistic that Kirmann will give his backers a good run for their money in the King Edward VII Stakes, even if Rainbow Quest is allowed to take his chance. The winner of the White Rose Stakes, over 16 furlongs here at the beginning of May, Kirmann should be even more effective over today's longer distance as he is by Top Ville, the winner of the French Derby, out of a mare by Val de Loir, who won that very same classic in his heyday.

Comanche Run, Luca Cuman's best three-year-old - Executive Pride, Head for Heights, and Raimi, look the ones that Kirmann has to beat.

Brent Thomson, a New Zealander by birth, but now a naturalised Australian, where he has been champion of the Victoria, has an excellent chance, making his first ride at Royal Ascot, winning one on Committed (Nap) in the Cork and Orfery Stakes.

Thomson had an opportunity

to become acquainted with his improved stablemate, Reach, the Curragh, midway through May. That was, 'Committed's first race since she ran up a sequence of five victories in a row in the second half of last season, and it pointed to her being hard to beat in today's race which she gets into extremely well, simply because she has not been penalized for winning a race of Group status.

However, that race at the Curragh, and another at Phoenix Park, where she was just beaten by Argosy, suggested she was knocking on the door of pattern race standards.

Magic Mirror, (Norfolk Stakes) will be Vincent O'Brien's first two-year-old runner at Royal Ascot since Solinus won the Coventry Stakes in 1977. O'Brien would not have brought the colt all the way from Tipperary, were he not confident of a good outcome. However, even allowing for the fact that Magic Mirror was slowly away from the stalls before he just managed to beat Flatteuse in Ireland last time out, the latter did not advertise his chance in the Queen Mary Stakes at Ascot yesterday. In the circumstances, I am content to row along with that very speedy animal, Absent Chimes, who should be in his element over today's course and distance and on this ground, following that breathtaking display of sheer speed at Epsom on Derby Day.

Finally, after seeing Miss Silca Key win the Jersey Stakes yesterday, her trainer, David Elsworth, had encouraging things to say about the Derby third, Mighty Flutter, who returns to the racecourse apparently none the worse for his Epsom exertions for the King George V Handicap in which he has only 8st 9lb to carry.



Hi-Tech Girl speeds home in the Queen Mary Stakes at Royal Ascot yesterday (Photograph: Ian Stewart).

Robinson vindicated by Katies

By Michael Seely

Princess Elizabeth Stakes at Epsom to gain her Irish and Ascot victories. "She appeared to have more improvement in her than Pebbles," the trainer continued. "She's such a big filly. When that type starts to go the right way, the sky can be the limit. I'm not frightened of anything now. We could well take on Chief Singer and the other colts in the Sussex Stakes at Goodwood."

Britain, the trainer of the runner-up, endorsed this opinion. "We've no excuses. We were simply beaten by a better horse," Katies was originally bought for 1,000 guineas by Ryan and Robin McEnery, but was sold to Terry Robinson, who had been looking for a horse to replace the late 1,000 Guineas winner, Pebbles, in his 1,000 Guineas stable.

So fine, who had finished a close third in the Curragh race, underlined the excellence of this form by occupying the same position, five lengths in arrears on this occasion.

This glittering triumph marked the end of a worrying fortnight for the 23-year-old jockey, who said: "I've had lots of sleepless nights thinking about it all. Both fillies had won their respective classics so well. When pressed for the reason for his final choice Robinson continued, "It's a long story. I suppose in the end you could say that loyalty had a lot to do with it."

Robinson became free of any obligation to that stable.

"I left the decision entirely up to Philip," said Mick Ryan, "Katies' trainer, but I told him that he had to let me know by Tuesday last what he thought. I was sure to get a given time to get to know the filly on the gallops."

The Newmarket trainer has certainly brought remarkable improvement in Katies in the past two months. She has progressed from having won a minor race at Leicester in April and from having finished third to Kaniz in the

Mr Ram-dam, a thirty-two-year-old international stockbroker from Enfield, also recently acquired Chapel Cottage from Robert Sangster. "I've been in racing for about four years. I've not yet decided whether I'm going to buy a stud."

That supposed difficult gambling race, the Royal Hunt Cup, resulted in a duel between the three market leaders, Hawley, Telegrapher and Basil Boy, Lester Piggott's mount, who started favourite at 11-2.

Tyrone Williams, Henry Candy's 17-year-old apprentice, excelled himself in his handling of Hawley, changing his whip hand through lightning from his left hand to his right after sending the four-year-old clear of Telegrapher.

Williams, the son of a former featherweight boxing champion from Cardiff has now ridden 16 winners since his first victory on Going on August 30 at Epsom last year. He has certainly been

dominating the heads lately, having bounced back from a two-day suspension to land the William Hill Trophy on Ashley Rocket at York on Saturday.

Patrick Haslam has now won four races in succession with Hawley since buying him from Kim Brassey last October. "Hawley used to be rather irascible. But we had him gelded in the Autumn and he's now as tame as a pebble," Hawley was laid out for the Hunt Cup at the beginning of the season.

"The crux of the matter was whether we risked incurring a penalty for the big race by going for the Whitcup at Sandown. Luckily it's turned out all right as he's won both races." Hawley's last long term Autumn objective is now the Cambridgeshire.

Pumera started the afternoon on a bad note when Argosy, an even money favourite to give Vincent O'Brien his first Ascot victory since 1979, finished last but three in the Jersey Stakes.

Argosy was crossed by Bold Indian leaving the stalls. The camera patrol film showed that Lester Piggott repeatedly tried to take up a challenging position on to picture, said the eleven-times champion jockey, "and he also pulled up feeling after the race." Each way backers of Bold Indian fared no better, as the second favourite was nearly knocked over in some scrambling over two furlongs from home.

In an exciting duel in the closing stages Brian Rouse persuaded Miss Silca Key to pass Mystery Ship close to win the 11-10 favourite. Rouse gave David, Elsworth's fourth Ascot triumph, the Whitcup, having also won the 1983 Royal Hunt Cup with Mighty Fly.

Girl that Piggott jilted is a topper

By John Karter

The game of musical chairs that Lester Piggott has played so nimbly over the years with possible big-race winners just occasionally leaves him flat on the seat of his riding breeches. Remember a certain filly called All Along in last year's Arc de Triomphe?

Yesterday at the Royal meeting, where the great man has turned the business of picking plum rides almost into an art form, he had one of those rare days when he could only sit and suffer as he watched from the rear of the field that he rejected storming home in front.

Hi-Tech Girl was the filly Piggott had been due to ride in the Queen Mary Stakes until he told Peter Makin, the trainer, on Friday that he would be hopping off her and on to Lady Doreen, trained at Newmarket by Ron Bowe.

And, like any lady scorned, Hi-Tech Girl showed her fury by shuffling off her unfashionable breeches and 16-1 jockey bag and racing home from Tumble Dale and 17 other blue-blooded young ladies.

After Piggott's defection, Makin, who has to endure relatively lean times in the past few seasons, promptly engaged Greville Starkey, another of racing's "forgotten men".

Starkey has had to endure both physical and mental pain since a crushing defeat in the Phoenix Park earlier in the season left him with a trapped nerve and recurring problems. However, he looked as strong as ever as he drove Hi-Tech home in a stirring finish from Tumble Dale and Cammeron.

Makin told us happily - as trainers often do after the race - that he had considered his filly would take all the beating.

Almost equally happy was Matt McCormack, the trainer of Tumble Dale, who had saddled Star Video to finish second to Prime Dominie in Tuesday's Coventry Stakes.

McCormack saddled Horage to win two races in successive seasons at Royal Ascot and he raced Tumble Dale as that horse's equal. Surely after those triumphs it must be heart-breaking to saddle the runner-up in two races at Royal Ascot in consecutive days? "Not a bit of it. It's absolutely marvellous."

The Aga Khan and Fulke Johnson Houghton were contented men after they had watched their ever-improving Bayona refill many an empty pocket with an impressive victory in the Queen's Vase.

You could have got a generous 7-2 with one bookmaker yesterday morning about the horse many considered the banker of the afternoon. That had shrunk to 13-8 by the time the field came under orders and those who contributed to the drastic shortening of odds could never have had a woman's anxiety.

Willie Carson always had Bayona well placed and, once he took up the running from the Queen's colt, Castle Rising in the week-end.

Johnson Houghton said that the St Leger would be an obvious target for Bayona because, whereas there is a stamina doubt about many of the leading three-year-olds, there is none about his filly.

Piggott might have let the sweeter crowd down but in the final event of the day Willie Shoemaker, the pocket sized American genius, gave the crowd reason to remain on the way home as he brought the favourite, Skirsky with a peach of a late run to win the Beesborough Stakes.

Results from Royal Ascot

QUEEN MARY STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
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ROYAL ASCOT

GOING: Good to firm. Total doubles: 3.45, 4.55, Treble: 3.5, 4.20, 5.50. Draw: no advantage.

2.30 CORK AND ORREY STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
2.30 CORK AND ORREY STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
2.30 CORK AND ORREY STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
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2.40 KING EDWARD VII STAKES (Group 1) (20.12.22) 11-10

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2.40 KING EDWARD VII STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
2.40 KING EDWARD VII STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
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2.40 KING EDWARD VII STAKES (Group 1) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8

4.55 CHESHAM STAKES (2-y-o) (20.12.22) 11-10

4.55 CHESHAM STAKES (2-y-o) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
4.55 CHESHAM STAKES (2-y-o) (20.12.22) 11-10	1. Hi-Tech Girl (5) by W. Piggott (5) 11-10	2. Lady Doreen (6) by R. Bowe (6) 16-1	3. Tumble Dale (7) by M. McCormack (7) 13-8	4. Prime Dominie (8) by M. McCormack (8) 13-8
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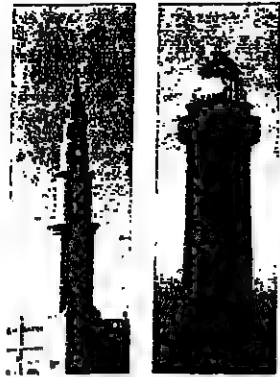
5.30 KING GEORGE V HANDICAP STAKES (3-y-o) (20.12.22) 11-10

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5.45 ASCOT GOLD CUP (Group 1) (20.12.22) 11-10

selected to train	
Middle To High numbers best	
DALPATRICK MAIDEN STAKES (3-y-0)	
00-03	FIRST BROT (Ezra Gae A Poppo) 8 Harts
02-3	ARALA (H Age 30m) H Steute 1011
00-0	BROKEN CHOR (A Bingley) LEP C Chaffin
00-0	KEEL (Cast T Burrell-Lunn) C Belfrage
2nd Place Warblers & A Reuben 1011	
11	Arise, 4-4 First St, 8-8, Keel, 14 Stroken Chorn
STONEFIELD SELLING STAKES (2-y-0)	
01040	FIVE STARTERS (P) Postol J Berry 8-5
019	AMAZINGA (R) Wilmshorn J A Wilmshorn
43264	PAULI BONDHARM (R) (Rural Ltd) 1011
02-0	PATCHWORK Dais B Bingley 1011
00	PAUL'S DELIGHT (Rogerson Ltd) N Thacker
00	PATCHWORK Dais B Bingley 1011
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Photo finish: Jones (248) and Gray (384) were the only US men to reach the final. Jones gained first place.

First leap is the longest for Lewis

Los Angeles (AP) — Carl Lewis gave another display of his explosive powers at the United States trials at the Memorial Coliseum stadium on Tuesday. The triple world champion, who had already won the 100 metres final, started with the fourth fastest 200 metres of all time then followed up with a long jump of 8.71 metres (28.97 ft) at his first attempt.

There were national records also for Earl Jones in the men's 800 metres and for Chandra Cheechough in the women's 400 metres. Lewis's time of 19.84 sec in the quarter-finals of the 200 metres was the second best time ever at sea level and the best in the world this year.

Several hours later, Lewis leapt 8.71 metres at his first attempt in the long jump final to equal the mark he reached on May 13 in nearby Westwood.

That was only seven and a half inches behind the 16-year-old world record of 8.95 metres set by Mike Powell in 1981. Lewis's winning time of 1.91 sec in the 100 metres was also the best time in the world this year. And the 19-year-old said afterwards "I think I can go 1:42.9."

Four runners dived under 1:44, with second-placed Johnny Gray sharing the record time and the experienced James Robinson being run out of an Olympic place by the best chance of a medal should come over the longer distance.

Miss Cheechough's 400 metres time of 49.28 sec means that she has qualified for the Los Angeles 100, 200 and 400 metres but, in the absence of the sea Europeans, her best chance of a medal should come over the longer distance.

NEWCASTLE (AP) — The Los Angeles Olympic trials for the 100 metres were won by Carl Lewis in 19.84 seconds. Lewis, 19, is the fastest man in the world this year. He also won the 200 metres in 19.84 seconds. Lewis's time of 19.84 sec in the quarter-finals of the 200 metres was the second best time ever at sea level and the best in the world this year.

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Curry goes down with viral infection

Fort Worth, Texas (AP) — Donald Curry, the World Boxing Association's welterweight champion, has cancelled his defence against Nino Rocca of Italy, on July 14, the *Star-Telegram* said here yesterday. The match in Monte Carlo was to have been the fourth defence of the title he won last year. With a \$415,000 guarantee, the ABC television would have produced Curry's biggest pay day. Larocca is rated second by the WBA and the World Boxing Council.

Curry said he had been unable to work out since June 3 because of an infection believed to be mononucleosis, the *Star-Telegram* reported. "The fight's off, definitely," David Gorman, Curry's manager, said on Tuesday after making a last-ditch attempt to persuade the champion into reconsidering his decision.

Gorman said Curry refused to reconsider despite the possible loss of a \$1m package to meet Aaron Pryor, the former undefeated WBA junior welterweight champion, in September.

Bob Arum, president of Top Rank Inc, who has the contractual rights to the Curry-Larocca contest, seemed incensed by Curry's decision. "You're about to see a career being destroyed," Arum told the *Star-Telegram*. "The kid's gonna end up without a title, without anybody interested in him. And that's it. It's a career destroyed."

Curry contended that his bout with Marlon Starling and I felt embarrassed myself on national television. It could have cost me my career. I don't want to go through that again. As champion, I figured that was all over. That was horrible."

Curry said he last trained on June 3 when he had logged only 10 days of workouts and had not yet begun to spar. Two days later he visited Dr James E. Marr, medical consultant to the Texas State Boxing Commission.

Danes pinch a place but Platini steals the night

Paris (Agence France Presse) — Denmark's victory yesterday was one more reason for feeling contented, after both teams had reached the semi-finals of the European championship following victory on Tuesday night. France, 1-0 down at half-time, came back to beat Yugoslavia 3-2, thanks to three goals from Platini. Denmark, also behind at the interval, recovered to beat Belgium, also 3-2.

It was a quiet assessment of France's half problems by Hiddalge, their manager, but the 1-0 defeat was a notable setback. Hiddalge made his first appearance as a manager on Tuesday, taking over from Richeteau, a French coach.

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France select Gratton

Auckland (Reuters) — France have included their uncapped flanker, Jacques Gratton, in their team for Saturday's second international match against New Zealand here. Gratton replaces the No 8, Jean-Charles Orto, in the only change from the side who lost the first international 10-9.

Jacques Fouroux, the French coach, said the move would allow Jean-Luc Jodelle to take up his specialized position at the back of the pack. "This is a combination of players from the one which is the first team because it's quite correct," Fouroux said.

Gratton, 23, is a flanker who has played for the French club, Stade Rochelais, and for the French national team. He is a versatile player who can play in the back row or as a flanker.

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Yugoslav doctor dies

St Etienne (AP) — A Yugoslav doctor, died in hospital after being attacked while his team played in a European football match on Tuesday night. The doctor, who was 56, was killed by a fan who threw a bottle at him.

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A super job for an outgoing PA/Secretary to work closely with the Senior Partner of this prestigious property group. He is a most charming man who deals solely with private residences around town, & is consequently frequently out of the office. He needs an unflappable PA to organise him & his busy schedule. You should have good shorthand/typing & audio skills would be useful but not essential. Excellent career prospects for the right person. Salary £8000

Academic Registrar
The University wishes to appoint a Registrar, who will be taking early retirement in September 1985. It is intended to make the appointment as a permanent post from 1 January 1986, with the possibility of extending the post to 31 July 1986. The Registrar is responsible for a wide range of academic administrative services and also acts, on delegation from the Registrar, as Secretary to the Senate of the University. Substantial experience of university administration is required. The commencing salary will be within the Grade 15 range (current minimum £17,225 per annum but under review from 1 April 1984) and will be fixed in accordance with the qualifications and experience of the successful candidate. Further particulars and application forms are available from the Registrar. Closing date 31 July 1984.
Leicester University
Leicester

LEGAL AUDIO SECS

W1 £8,000
for opportunities in:
ENTERTAINMENT & COMPANY LAW -
You will enjoy plenty of client contact in this generally busy job working for a Senior Partner. You'll need 3-4 years legal experience to give the level of skilled support he requires.
MARINE LITIGATION -
Ample opportunity for real job involvement since this partner uses his Secretary as an Assistant. You will be working to tight deadlines, so need to have an admirable 2 years high Court experience preferably.
Interested? Ring Tricia Young on 01-278 8233.

The Finest
FinSec
Limited,
FinSec
40 Bowling
Green Lane,
London EC1R 6NE

Payroll Administration

Salary £7-8,000 according to age & experience
We are currently seeking a mature person to join our small department, administering a monthly computerised payroll for 800 staff.
The ideal candidate, aged 19-25, will have a minimum of one year's payroll experience including PAYE and NI. Keyboard skills preferable but not essential.
Please apply in writing to Mrs C. Streetfield, Sand International Bank, 99 Southampton Row, London EC2M 5TL.

EXECUTIVE SECRETARY

£13,000
Our client a leading firm of Solicitors seeks a PA/Secretary to their Senior Partners. They are offering the excellent salary of £13,000 per annum. A top PA in terms of skills, appearance and presentation. You would be involved in both business and personal work and there will also be a large amount of client contact. Legal experience is an asset but not essential. A good commercial background is essential. 11/10/84 skills needed.
01-236 372 City
01-499 8070 West End
Elizabeth Hunt
RECRUITMENT CONSULTANTS

PERSONAL ASSISTANT MARKETING

£8,000 +
The Marketing Director of an established drinks company with offices in Mayfair, needs a well educated PA with good secretarial skills (100/60). The ability to work with the minimum of supervision is essential. Excellent opportunities and scope for development. Age 22+.
01-493 5787
GORDON YATES LTD
35 Old Kent Street, W1
(Recruitment Consultants)

INTERNATIONAL PETROLEUM INDUSTRY
American Geological Consultants located in pleasant offices in Rockingham urgently seek first-class Word Processing Operator (Videc) to work as part of a team of geoscientists engaged in worldwide geological studies. Good qualifications and a minimum of 5 years commercial background would be required. Specific experience of the Videc word processor would be desirable but not essential. Salary - range £8,500 - £9,500 per annum.
Please write with resume to Box 0616 R, The Times.

BRITISH FIELD SPORTS SOCIETY
require
2 PA/SECRETARIES
1 for the Director and 1 for the busy PR department. Applicants must have good SH/Typing skills with some personal experience and a practical interest in country sports is essential. Salary negotiable. Write with CV and references to The Director, 55 Southampton Row, London, WC1R 7EU.

SALES/MARKETING
High St. Ken
Hotel group need well presented Sec/PA with personal ability. Minimum accurate skills of 80 shorthand & typing essential, plus good organisational abilities and genuine liking of people for direct client contact. Preferred age 21+.
Susan Beck
10 BRIDGEMAN ST, W1
01-584 6222

URGENT
I am in desperate need of an efficient hardworking Sec/PA to help run my landscape business. Imm start poss.
01-581 2983

SENIOR SEC/PA
For ease of Mayfair Public Property in this investment company in EC2. They are Stock Brokers so you will fit in the trading floor. You will need skills of 110/70 - organisational ability age 25+ with previous Stock Broking experience.
Secretaries Plus
The Secretarial Consultants

Senior Secretaries

Excellent salaries West London

Dowty Electronics is one of Britain's most successful, commercial companies in today's rapidly expanding world of high technology.
Part of a major international group, we're a small company which is expanding rapidly, and therefore we place high value on the support and commitment of the people who work with us.
Currently we're looking for two exceptional Senior Secretaries to provide high calibre support of top management level in the following roles:

Secretary/PA to the Managing Director

With proven experience at board level, you will need excellent skills, a mature, confident and professional approach to your work, complete integrity in all matters plus the interpersonal and communicative skills to operate effectively at all levels. Educated to at least A level standard, it is unlikely that anyone below 25 years of age will have the necessary skills and attributes required.

Secretary to Director of Engineering and Commercial Manager

Again we'll be looking for first-class all-round skills and a totally professional approach to your work, as demonstrated by previous successful experience in a senior secretarial role. In addition, you should have sound word processing skills and, ideally, a good knowledge of spoken French, although this is not essential.

Controls Division

A Member of the Dowty Group of Companies

Both positions carry extremely attractive salaries together with the full range of benefits associated with a successful and expanding company.
In the first instance please send your full personal and career details to: Mr. R. K. Wilkinson, Personnel Manager, Dowty Electronics Ltd, Controls Division, 136 Mansfield Road, Western Avenue, Acton, London W3 0RT.

Dowty Electronics Limited
HIGH LEVEL OPPORTUNITIES WITH A HIGH TECHNOLOGY COMPANY

CHAIRMAN'S SECRETARY/PA

Kensington based international Property Company seeks a Secretary/PA for Chairman. Varied work. Salary and annual bonus negotiable.
Please telephone
Reference DNB
01-229 5185

BUSY BEE

£10,000
Work for two Senior Partners in this investment company in EC2. They are Stock Brokers so you will fit in the trading floor. You will need skills of 110/70 - organisational ability age 25+ with previous Stock Broking experience.
Secretaries Plus
The Secretarial Consultants

URGENT

I am in desperate need of an efficient hardworking Sec/PA to help run my landscape business. Imm start poss.
01-581 2983

SENIOR SEC/PA

For ease of Mayfair Public Property in this investment company in EC2. They are Stock Brokers so you will fit in the trading floor. You will need skills of 110/70 - organisational ability age 25+ with previous Stock Broking experience.
Secretaries Plus
The Secretarial Consultants

General Appointments

New Company New Technology New Challenge in the Paper Industry

Suecia Antiqua is a small, innovative company associated with the worldwide Terra Pak Group.
We have recently developed and are about to launch a unique new method of producing the finest quality writing and printing paper which has made an immediate impact on world markets.
To give us greater accessibility to international markets, we are to base our operation in the UK and are shortly opening new premises to the West of London.
The key appointment upon which much of the success of this venture will depend is that of

Technical Manager

This very challenging job involves playing the major role in setting up the company, getting production under way and establishing procedures to service our new machines which will operate under licence initially in the USA and ultimately worldwide.
You will also be fully responsible for the purchasing of paper and new equipment and for further developing our unique production methods. Full training in every aspect of our new machines will be given.
Our ideal candidate will be a Mechanical Engineer who has been heavily involved with development projects in the paper, packaging, paper converting or direct mail printing industries. It is essential that this technical expertise is supported by innovative flair, commercial acumen and a true entrepreneurial spirit. You must also be prepared for extensive overseas travel.
If you have all these attributes—and total confidence in your ability to handle this challenge—we will negotiate a salary and benefits "package" which will fully reflect the importance of the job.
Peter Ekelund, Managing Director of Suecia Antiqua will be in the UK on June 27th. If you wish to discuss this opportunity, please telephone him on that day on 01-548 2188 or if you would prefer to discuss the vacancy in person, please telephone Mr. R. Wood on the same number to make an appointment.
Alternatively, send a detailed CV to Suecia Antiqua, c/o Mr. R. Wood, Personnel Manager, Terra Pak Limited, 31/35 High Street, Kingston-upon-Thames, Surrey KT1 1LP.

SUECIA ANTIQUA

General Manager Travel Agency

Knowledgeable General Manager with leadership skills and at least 10-15 years experience in international travel agency/G.S.A. operations. Qualified candidates will be fully experienced in all aspects of travel and cargo arrangements and be knowledgeable of financial and accounting requirements.

Competitive salary (and possible bonus) automobile and paid vacation as well as usual benefits provided.

Qualified candidates with smart appearance, C.V./resume and salary history to

Box 0617 R The Times

Public Appointments

MUSEUMS AND GALLERIES COMMISSION

Following a revaluation and regrading of the post of
SECRETARY TO THE COMMISSION
it has been decided to invite applications for the post at the new grade.

The Commission plays a central role in the effective development of museums and galleries throughout the UK, providing advice and action over a wide field. Its diverse tasks include promoting co-operation between national and provincial institutions, stimulating and directing public benefactors and administering capital grants and other funds to English Museums and associated bodies.

The Secretary, supported by his senior officers is responsible to the Commission for the entire range of the Commission's activities.

Candidates should preferably be graduates with a general interest in the Arts and must have the ability to communicate, at all levels, on the various fields covered by the Commission's work. Experience of administration is essential and familiarity with museums would be advantageous.

Salary (pending 1984 pay settlement), including Inner London Weighting, will be within the range £20,493-£24,409 depending on qualifications and experience. Non-contributory pension scheme. The appointment will be for a five year term, but may be renewable thereafter.

Internal applicants will also be considered.
For further details and an application form write to the Museums and Galleries Commission, 2 Carlton Gardens, London, SW1Y 5AA, or telephone 930 0995. Completed applications to be returned direct to the Commission's Chairman-designate, Lord Howard of Henderskelfe, by 16 July.

General Appointments

Deputy Director of Property Management

£30,000 + Car + Benefits

British Telecom has over 9,000 properties. It is appointing Mr Richard Luff, FRICS, FRSA, to be its first Director of Property Management, whose main tasks will be to advise the Board on and to implement policy towards the disposal or development of surplus assets and to guide operating Divisions in managing property and property-related services as part of their wider responsibilities. The Director will be assisted by a small, corporate Property Management Department whose functions will include property development and management, finance and rating and valuation.

We now wish to appoint a Deputy Director whose main responsibilities will relate to property development and management with particular regard to evolving policies for value

for money. The Deputy Director's salary will be negotiated but will be not less than £30,000.

Attractive conditions of employment include a contributory pension scheme.

Applications, by means of a Curriculum Vitae, are invited from practising members of the General Practice and Planning and Development Divisions of the Royal Institution of Chartered Surveyors and others with relevant qualifications, and should be forwarded to: Mr Gary George, Management Recruitment Unit, Room 26/48, Euston Tower, 286 Euston Road, London NW1 3DG, by 9th July 1984.

Applicants requiring further information about the post should telephone Mr E. Costelloe, on 01-600 5515.

British
TELECOM

Marketing Manager

Package £17,000 + 2 litre car

Our client, part of a large international organisation, markets a brand leader in a rapidly growing market sector. The UK has been designated as a key development area and plans include acquisition as well as new product development.

This new appointment reflects the ambitious plans for the Division. The Marketing Manager will run the existing brands, and will be involved in a major new product launch. Experience of handling a well-supported grocery brand is required. Preferred age is around 27-33, and candidates should be graduates or equivalent.

The position offers a real opportunity for career development for a young energetic marketer. He or she will be joining a very successful young management team and will need to show a high level of enthusiasm and commitment.

Benefits include all petrol, BUPA, relocation expenses if necessary.

Please telephone for an application form or send your c.v. to:

Peter Moore, Associate Director
Executive Facilities (Marketing) Ltd.

Clive House, 21A Conduit Place, London W1 1HS
or Telephone 01-258 3621
(24 hour answering machine)

Andry Montgomery

International Exhibition Organisers, Managers and Consultants

This leading firm of independent exhibition organisers are looking for a PR/Marketing-orientated professional to run their press and visitor promotion department.

The successful candidate will be aged 28-35 and will have had at least 4 years' experience in the marketing, advertising or PR fields. You will be able to take charge of and inject new ideas into a small, but highly efficient and experienced department, responsible for press relations and visitor promotion for the UK exhibition programme.

The company has been a leader in the exhibition industry since 1895, and is now involved in over 90 trade fairs worldwide, including many of Britain's largest and best known shows. Thus there are first-class opportunities for career development and promotion.

Salary negotiable, depending on relevant experience. Usual benefits, including excellent non-contributory pension scheme.

Write with C.V. to: M D Berger
Andry Montgomery Ltd
11 Manchester Square
London W1M 5AB

KUWAIT OIL TANKER CO. S.A.K.

Kuwait Oil Tanker Company, S.A.K., a subsidiary of Kuwait Petroleum Corporation operates a total of 23 modern crude, product, L.P.G. and L.N.G. tankers, a local gas distribution network, a ships agency and a drydock freight forwarding division, with the head office situated in the city of Kuwait. A vacancy now exists in the strategic corporate planning group for the position of:

SENIOR ANALYST

who, in close co-operation with other departments, can propose and initiate new projects and activities within the company policy of future expansion and diversification, as well as improving the efficiency of the present operation of the company. The successful candidate should preferably be 30-40 years of age, possess a university degree, and practical experience in shipbroking and/or ship management, particularly in the oil tanker markets. A proven record of written presentations, extensive knowledge of the various shipping markets and an analytical, creative mind is required. Free modern housing, car, school allowances, annual leave passage are provided together with excellent salary and other benefits. Application forms may be obtained by writing to or telephoning Mr George Bessada during office hours at:

Kuwait Oil Tanker Co. S.A.K.
London Office
80 New Bond Street
London, W1
Tel: 01-491 4000
For further information, please contact Mr. B. Ronneberg on telephone 2445371 Kuwait.

DEVELOPMENT ENGINEERS

Oilfield equipment - Reading based

This highly successful British Company whose reputation for specialised exploration, production and consultancy services is firmly established with all the International Oil Companies requires qualified and experienced development engineers to take a key role in the Company's activities.

The engineers will be responsible for the design, development and commissioning of new oilfield equipment for EXPRO worldwide operations. This work will include feasibility studies, supervision of equipment design and manufacture and liaison with our operational and management teams.

The ideal candidate will have experience in mechanical engineering but have gained considerable expertise in instrumentation and computer software. They will be keen to assume immediate responsibility, enjoy working independently or with others as the situation demands.

Ideal candidates can anticipate an attractive salary, free life insurance, medical insurance and pension.

Please send CV to:

Bryan Taylor
Exploration and Production Services (North Sea) Ltd
4 Croydon Road, Reading
Berkshire RG1 1NG

The National Trust

requires a
General Assistant to work in its
Photographic Library in London

As part of a small friendly team, he/she will be expected to deal with a wide variety of people both in person and on the telephone. Applicants must be methodical and have a genuine interest both in photography and in the work of the Trust.

The successful candidate will be in his/her early 20s, and possess fast, accurate copy-typing speeds.

Salary range £4,762 to £6,148 pa.

Please apply enclosing CV to:

The Personnel Assistant
36 Queen Anne's Gate
London, SW1H 9AS

Chartered Accountant

15K + profit share to 30K

if you are . . .

An extrovert, practical, commercial, professionally competent and decisive, 35-55, London or Birmingham based and are seeking a position in a legal/financial consultancy. Apply:

KYNASTONS
35 Piccadilly, W1
01-265 0722

DIRECTOR MEDICAL RESEARCH

(£7,500)

Seeking a director for a Medical Research Project: Human Rights and the Elderly. International Field Work. Health policy review, formulation, drafting, submission, political lobbying and implementation of recommendations. Proof of knowledge and work experience with human rights, medical ethics, public health, administration, geriatrics, statistics, microprocessors, and languages (English, French, and one Scandinavian). Closing date: July 15, 1984 - Start Oct. 1, 1984. Submit CV, cover letter and two reference letters to:

International Institute for Human Rights in Health,
37 Clifton Gardens, Maida Vale, London, W9 1AR, England.

HEAD OF GUIDED WEAPONS SYSTEMS

Hunting Engineering Limited has gained its worldwide reputation by the successful application of advanced engineering techniques and systems management across an amazing diversity of projects.

As part of their structured expansion and development programme they seek to recruit a top-flight professional to head up a newly formed department comprising Guidance and Control Systems, Flight Dynamics and Advanced Technology Research.

Your brief will be comprehensive, including a major role in new business activities and specialist support; as well as research studies in the fields of guidance, control, flight dynamics (including aerodynamics and ballistics), seekers, sensors, micro-processors, actuation systems and theoretical techniques.

You will have proven management capability, ideally gained in a research and future business environment. Your experience will be backed by an in-depth understanding of the technologies involved.

The salary and benefits package will reflect the importance of this post in the company's programme. Relocation assistance will of course be available where appropriate.

Telephone Peter Humphreys on Bristol 427621, or write enclosing curriculum vitae to: Search Elite, 18 Portland Square, Bristol, BS2 8SJ.



Shipton Communications

SPECIALITY SALES

Earnings: £21,000 Plus Car and Credit Card

The continuing success of Shipton Communications Systems has created a requirement for additional Sales Professionals (with and without Telecom's experience) to join their highly successful salesforce throughout the U.K.

KEY TELEPHONE SYSTEMS: c £17,000 plus.

The requirements are for Sales Executives (22-30) with a successful sales background within office equipment or associated fields who are attracted to high earnings and early management opportunities. Areas: London & Home Counties, Birmingham, Manchester, Coventry, Nottingham, Sheffield, Edinburgh, etc.

TELECOM'S/STAFF LOCATION SYSTEMS: c £21,000 plus.

Sales Professionals, with a broad knowledge of telecommunications are required for this expanding division, soon to include a portfolio on digital exchanges. Areas throughout the U.K.

Comprehensive marketing and service support is provided together with product familiarisation/training and major company benefits.

For further details or to arrange a local interview contact our appointed recruitment consultants on 01-734 8466, immediately.

Gerrard Bridgall Associates

International Business Centre, 90 Regent Street, London W1R 5PA.

01-734 8466

SENIOR COMPUTER SALES EXECUTIVE

Based London/Milton Keynes

Executive Package

You will need full IBM product range knowledge. You may, in fact, have dealt in the second user IBM Broker Market and may have experience of computer leasing.

You might like to assist in buying second user kit as well. The company is building up its product diversification and you will play an essential role in this for appropriate rewards and progress.

If you know you can do this job send a full C.V. please to: John West

West Danes & Co. (Conslts)

9/9A New Bond Street, London W1Y 9PE

Telephone: 01-491 7216

NATIONAL SEA TRAINING TRUST

CAPTAIN SUPERINTENDENT (Principal), National Sea Training College

Applications are invited for appointment to the above position of the National Sea Training College, Gravesend, Kent, a Direct Grant Institution supported by the shipping industry and the Department of Education and Science.

The college provides residential pre-sea training and induction for 16-18 year olds selected by shipping companies for entry to the Merchant Navy as junior ratings and has facilities for other maritime courses for adults. The Captain Superintendent is responsible to the Governors of the Trust for all aspects of tuition, examination and day-to-day management of the college.

Applicants should have a maritime background and other relevant experience of sea in a senior position or close involvement with ships' personnel and ship operations in a responsible shore appointment. It is unlikely that sufficient experience will have been obtained below the age of 35. Previous training experience is desirable but the ability to exercise positive leadership and management, coupled with a good knowledge of the industry's requirements and an interest in the development and welfare of young people, is essential. Salary opportunities to Superintendent (Grade 4) - it is a requirement that the Captain Superintendent lives on the college campus and a house is provided.

An application form and further details may be obtained from:

The Secretary,
National Sea Training Trust,
30/32 St. Mary's, London, EC3A 8ET.

Closing date for applications is 15th July 1984.

CHIEF EXECUTIVE

(with Board status)

The M. P. Harris Group is a major force in the south east region for building materials supply and distribution, and support services to the construction industry. An early appointment is now sought for the new post of Chief Executive for one of the principal subsidiaries situated to the north of Herts. The subsidiary is soundly financed, profitable and enjoying an excellent share of current trading upturn. The new appointment will be made to consolidate the existing management structure and to ensure continued market share with long term development plans. Only applicants with proven experience in selling, and managing for profitability and who wish to advance their own careers, can be considered. A knowledge of the building materials industry will prevail in making the selection. The rewards package will include a progressive salary, car and profit-based bonus in addition to the benefits commensurate with the importance attached to the appointment.

Applications in confidence should be sent to the first instance be sent to: The Secretary, M. P. Harris Group, 6 Beeching Road, Bedford-on-Sun, East Sussex TN39 3LQ.

M. P. Harris Group

WORLDWIDE CANCER CHARITY SEEKS FUNDRAISER

We are looking for an exceptional person with experience and ability to direct the development funding of a unique new international cancer charity. Applicants must have relevant track record and skills. Experience in marketing preferred. Salary £10,000-£12,000pa.

Apply with CV to:

The Director
World Federation for Cancer Care
28 Belgrave Square, London, S.W.1

SALE OF A LIFETIME HELP!

I need at least 30 new sales people, male or female. Work and live in the beautiful Canary Islands. Must have some sales experience. We will train the right candidates. We will resort time sharing on the island of Tenerife. We are a well established company - this is an opportunity of a lifetime. A successful sales person could earn a substantial amount. Interviews are being held at the Holiday Inn, Marble Arch between 9am - 6pm Friday Saturday, Sunday & Monday 22nd - 25th June. Call Holiday Inn Marble Arch Tel 723 1277 and ask for Mr Bradley-Hill.

General Appointments

Electronic Engineers Marketing Professionals North East Hants/Berkshire

Data Communications Equipment

Racal Milgo Ltd — the major supplier of data communications equipment to Europe, the Middle East and Africa — is a £2 million business which owes much of its outstanding success and reputation to its range of innovative products, aggressive marketing, superb support and dynamic business management. Many new products are already at an advanced stage of development and the newly formed Modular Products Division currently seeks to support these and its already formidable product base with the following key appointments.

PRODUCT ENGINEERS
Additional Product Engineers are now required to provide technical support to our Development, Marketing and Sales outlets; advise on product specifications, give training courses, evaluate products and to take on full technical responsibility and design authority

for one or more of our product ranges. Candidates, educated to degree level in electronics, electrical engineering, computer science, physics or equivalent, will ideally have 3 to 4 years experience in a telecommunications or relevant field.

PRODUCT MARKETING EXECUTIVE
As a member of a highly professional marketing team you will be responsible for the business performance of one or more of our data communications products. This will include specifying new products and enhancements, managing product launches, product performance management, priorities and analysing marketing intelligence trends.

Candidates, educated to degree level or equivalent in business studies, economics or a relevant technical discipline will ideally have gained 4 or more years experience in the engineering or commercial departments of



companies engaged in telecommunications or computing. Non-graduates with extensive practical experience will also be considered.

In addition to attractive salaries, the Company offers over 5 weeks annual holiday, membership of a pension and free life assurance scheme and the opportunity for personal development within a thoroughly challenging environment.

Please write giving full details of career to date to:

Mr M P Tirmis, Personnel Officer,
Racal Milgo Ltd, Landata House,
Station Road, Hook, Hants.

RACAL

World leaders in electronics

HAS YOUR CAREER REACHED A BOTTLE NECK?

Know the feeling?

All bottled up with enthusiasm and eager to go places but in a job that's bottled you up in one place with little hope of advancement.

So we don't want you to be put off when we say that at Kalamazoo we've got a lot to offer... because it's our own success we're referring to! As a result that means new opportunities in sales on a nationwide basis. Which is where you come in.

We're offering you the potential to make yourself a rewarding and challenging career as part of our talented Sales Force — selling specialist business systems to British industry. Our product range covers everything from stationery to computers — it's a successful growth industry, so there's plenty of room for your career to grow.

Whether you're an experienced sales pro or a newcomer to the field our training programmes will give you a strong background for a high powered career.

If you're aged over 23, with 5 'O' levels or equivalent and have the enthusiasm and determination to win, you will be rewarded with an excellent salary package (realistic first year earnings £10,000, top earners exceed £20,000) and you will receive a company car plus a wide range of other company benefits.

All this and nothing to hold you back!

So get out of that bottle — before someone puts the cork in!

Phone us now on Proforma 4564 (Mon - 4pm weekdays) or write with full CV to Bryan Jones at Kalamazoo plc, Northfield, Birmingham, B31 2RY.



Kalamazoo
business systems

Our client is an International Company with brand recognition of its products, operating from the Northern Home Counties. Reporting directly to Board level in the U.K. the successful candidate should be an experienced manager with multi discipline experience to enable the assumption of responsibility for both

FINANCE AND ADMINISTRATION

The post demands:

- An operational knowledge of accounting procedures
- A practical understanding of computer related "on-line" systems
- An interpersonal profile to enable negotiation at diverse levels from purchasing to H.M. Customs... etc...
- Man-management skill at developing and communicating with a close knit team
- A standard of education and distribution management experience to match the job

... and offers in return a fully comprehensive benefits package including an executive car.

A personal and career resume will be acknowledged by early interviews with the company.

Ref CS/119 Resource Maximisation International,
Stancroft House, 16, Hill Avenue, Amersham,
Bucks, HP6 5BP Tel. (02493)28851

resource maximisation

EQUINOX

COMPUTER SYSTEMS LTD

Due to the escalating demand for our multi-user multi-processing microcomputer systems we require

EXPERIENCED COMPUTER SALESPERSONS

Basic £12K pa. Realistic first year earnings £25K plus company car & other benefits.

For immediate interview ring Alan Livingston on 01-729 4460 or send cv to:-

EQUINOX COMPUTER SYSTEMS LTD
16 Anning Street
London EC2A 3HB

Director of Sales and Marketing

Motor Industry £40,000 p.a. +

THE COMPANY — A major car importer with an established position in the U.K. market.

THE ROLE — To spearhead a major expansion programme in the retailing and fleet user sectors.

THE APPLICANTS — Must already be occupying a position of relevant status within the motor industry and be aged under 45.

THE REWARDS — Success in this role will bring career and financial returns which will be hard to match in any other company operating in the U.K. motor industry today.

Applications in writing only and marked "Private and Confidential" should be forwarded to Neil Asten, Managing Director at the address below. Applicants should make specific reference to companies which they have no interest in pursuing as potential employers. No applicants' details will be disclosed to the client company until their permission has been given.

Asten Advertising Limited, 36 High Street, Carshalton, Surrey SM5 3AE.



THE ROYAL INSTITUTION OF CHARTERED SURVEYORS is looking for a person to lead its Department of Public Relations and Members' Affairs

The Institution wishes to develop and expand its already active public relations function and to broaden its channels of communication, both with the public and its 71,000 members.

A new post is therefore being created at senior level, as head of the Department of Public Relations and Members' Affairs. The Department has two main tasks: to promote public awareness of the range of skills offered by chartered surveyors, and to foster better communications between the Institution and its members.

Candidates will be expected to have had at least 10 years successful experience in public relations, journalism, broadcasting or an allied field, combined with strong administrative ability and qualities of leadership. A degree or professional qualification in a related field would be an added advantage.

The starting salary will be in the range
£15,000 to £18,000 pa
according to age and experience

Candidates, who should preferably be between the ages of 35 and 45, are invited to write, enclosing a CV and giving a daytime telephone number to:

The Personnel Officer

The Royal Institution of Chartered Surveyors
12 Great George Street, London SW1P 3AD

Closing date for applications: 13 July 1984

Senior Sales Engineer

London & South East

Salary: £15-18,000 plus car

A newly formed subsidiary of an international engineering organisation seeks a sales engineer with a proven track record to play a key role in a small, young, enthusiastic team launching an exciting new industrial water filtration product in the UK. This product has already gained international acclaim and is arousing considerable interest with initial sales in this country. The appointment offers excellent prospects as the market expands.

Apply in confidence sending full career details to:

Joan Wilkins,
PO Box 351, London W9 1TU

We need FREELANCE
Mech/NDT/Elec.
INSPECTION ENGINEERS
in GB

Box 0140L The Times

In-Store Advertising/Display Manager

Large West Country Shop with accent on design in the home, seeks Design trained and experienced person to take charge of P.R., Advertising, Promotions, Display and Style. Interior Design qualification useful. Could lead to long term Managerial post. Write giving details to: Resathers of Bath Ltd, 38-41 Broad Street, Bath, Avon.

Software & Hardware Engineers CALIFORNIA to £52,000pa

We are acting on behalf of several major U.S. Corporations who are interested in meeting U.K. and European Engineers with relevant degrees plus several years experience in one of more of the following areas:-

UNIX internals
Communications
LSI/MSI Chip Design
Knowledge Engineering
MVS or VM internals
C.A.E.
Test Generators
Simulators

Salaries will be in a range from £25,000 depending on experience. Full relocation and immigration assistance will be provided. Comprehensive C.V.'s should be sent to the address below quoting reference no. LC/126.

William International Ltd

100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000

Star Executives Limited has been retained to advise on the following positions.

Our clients are THE BURTON GROUP — one of the country's most exciting and successful fashion organisations. As part of a planned expansion programme they now wish to make the following London-based career appointments within one of their women's wear divisions:

The
Burton
Group

BUYING AND MERCHANDISING DIRECTOR

This position must be regarded as one of the most important of its type in the retail fashion industry. Responsibility will be to the Group Merchandise and Buying Director. The main objectives will include financial forecasting and planning, sourcing, liaison with the selling division and the control and direction of one of the most professional buying and merchandising teams in the UK.

Candidates, male or female, will ideally be aged 28/40, and should be able to point to an outstanding record of success within the fashion industry. Previous experience will have been gained at Director level and a knowledge of UK and overseas sources of supply is essential. In addition to a thorough understanding of modern merchandising techniques, there must be past evidence of practical large scale buying. (SE3821)

PLANNING CONTROLLER

The prime function will be to control the production of all financial reports within the Head Office Merchandising Division. Duties will also include the co-ordination of overall administration, stock planning, clearance, activity and liaison between buying/merchandising and retail distribution.

Candidates, male or female, will probably be aged 28/40 and must possess experience at senior level of merchandising and financial administration with a modern retail group. A thorough training in and detailed knowledge of modern and sophisticated computer systems will have been acquired in a centrally-bought environment. (SE3800)

Promotional prospects are excellent within the expanding Burton Group.

The overall remuneration, in both cases, will include a substantial five figure salary, company car, generous performance-related bonus opportunity and other large company benefits.

Please contact, in absolute confidence quoting reference number, Craig Vidler, Joint Managing Director, Star Executives Limited, 184/188 Oxford Street, London, W1N 8AL (Entrance and Reception 28/30 Market Place.) 01-580 0843

EXECUTIVE
MANAGEMENT
RECRUITMENT

SEL

MANAGING DIRECTOR

Location - Melbourne, Australia

As a result of totally unforeseen circumstances the position of Managing Director of Malcolm Moore Industries Limited has become vacant.

Malcolm Moore Industries Limited is one of Australia's largest national distributors of earthmoving and hydraulic equipment with branches in all States of Australia and it is a division of the Portland House Group. The Company earns substantial profits and is strong financially, operating without debt financing. The Managing Director will co-ordinate head office with seven Branch General Managers and be responsible to the Chairman of the Portland House Group for the management and direction of this important subsidiary.

Selection criteria will include a top level track record in general management, preferably biased towards merchandising and marketing, and the ability to lead a strong team.

The ideal applicant will possess drive and be a good decision maker who is ambitious to develop this successful company into the future.

The successful applicant will receive an attractive salary package of the highest order plus incentive based on company performance.

A representative of the Group will be in London until the 26th June for preliminary discussions. Applicants may if they wish enquire by telephone before writing, giving full particulars to:-

S. Branchie

Lancaster Gate House

47 Lancaster Gate, London W2 3NA

Telephone: 01-258 3996

CATERING & CONFERENCE SERVICES MANAGER

Required by the Royal Society of Medicine in London to be responsible to The Executive Director for the Management of all catering and conference activities in its busy 1 Wimpole Street premises.

The successful applicant will be a mature person in the age bracket 35 to 55 possessing catering managerial experience. Very competitive salary will be offered.

Applications with C.V. to:

GENERAL SERVICES SECRETARY
ROYAL SOCIETY OF MEDICINE
1 Wimpole Street, London, W1M 8AE

Telephone 01 580 2070

UP AND DOWN THE COUNTRY OUR STORY'S THE SAME.

Right across Britain, from Portsmouth on the south coast to Greenock on the Clyde, IBM is expanding.

Last year we recruited almost 1,000 men and women in Britain. This year we seek over 1,000 people to join us in different jobs at most of our 40 British locations. On top of all this we are providing work experience for 200 young people in the Youth Training Scheme, and around 500 industrial trainees are joining us for placements lasting six or twelve months.

Behind this expansion by IBM lies our most important asset of all – the 16,000 men and women who have joined us already. All play their part in our continuing success story.

Now it's your turn. The more we grow, the more support and expertise we require. In particular we want to offer an exciting, rewarding and secure future to ambitious men and women in the following areas:

Expansion

In Sales, Systems Engineering, and Customer Engineering

Through our marketing teams in most major cities in the UK, we market and maintain an extensive range of computers, business systems and office products to large and small organisations in every sector of the economy. Our products are among the most advanced in the world but we believe that the most important investment we can make is in high-calibre and enterprising people. Young people who've already started their career but who now want to move faster.

Sales Professionals Ref. CSP/2

Our professional sales training will give you what is necessary to succeed in this dynamic field. You'll learn about our products, but we'll also show you how they can help customers to meet their specific and sometimes complex information processing needs.

You should have graduated three to six years ago and ideally have a knowledge of information processing, selling or management. But success in other fields could prove equally valuable – as long as you have the drive and capacity for communication at all levels, and with it, the self-assurance to negotiate contracts which could be worth anything from a few hundred to several million pounds.

Systems Engineers Ref. CSE/2

You'll be a key member of the marketing team, providing technical advice and guidance to the company's sales representatives and to the staff of our customers on all aspects of using computer systems. This frequently involves working under extreme pressure and dealing with a number of different projects simultaneously.

Naturally it's a very responsible job. At different moments of your career you will be required to act as programmer, analyst, sales representative, operator, management consultant, project manager, teacher and diplomat.

So, it is particularly important that you are able to get on well and communicate effectively with both technical and non-technical people at all levels.

We are now looking for experienced computing professionals, ideally graduates with 2 or 3 years experience in large IBM systems including CICS, MVS, VM, DB/DC.

For an application form, please write to or phone: Kate Dawson, IBM United Kingdom Limited, 389 Chiswick High Road, London W4 4AL. Tel: 01-995 1441 Ext. 4489.

Customer Engineers Ref. CCE/2

You will be involved in the installation, maintenance and servicing of our advanced office equipment, which includes electric typewriters and data-base entry display terminals.

You should have a good degree of self-confidence and effective communication skills with a real determination to tackle professional challenges decisively.

We'll train you fully on courses tailor-made to your aptitude. Right now, all you need in the way of qualifications are 2 A levels in maths and science or an ONC in Electronics or Electro-Mechanical Engineering – although if you have an HNC or similar we'll also be pleased to hear from you.

Write or phone, for an application form, to: Janet Coleman, IBM United Kingdom Limited, P.O. Box 32, Alencon Link, Basingstoke, Hants. RG21 1GJ. Tel: 0256 56144 Ext. 4264.

Expansion

At Greenock

As one of the largest electronics factories in Scotland, employing advanced automated materials handling and production techniques, we can offer an environment of growth and development for professional engineers.

In particular, we're looking for men and women with a degree or HNC level qualification and between 2-4 years' relevant experience.

Procurement Engineers – Manufacturing Ref. C9103/2

You will be responsible for liaison with vendors on technical matters, as well as ensuring that IBM anti-defect policy is achieved. Engineers/Buyers experienced in any of the following disciplines will be considered:

* Assembly methods * Metalwork methods

* Electronic components and sub-assemblies
* Plastic moulding techniques * CRT's and monitor assemblies

Senior Buyer Ref. C9103/3

Your prime responsibility will be for the negotiation of major contracts for electrical/mechanical assemblies, components and capital equipment.

For these positions write or phone: Walter Crawford, IBM United Kingdom Limited, P.O. Box 30, Spango Valley, Greenock PA16 0AH. Tel: 0475 24500 Ext. 4760.

Expansion

In Personal Computers
Fulham and Basingstoke

The IBM Personal Computer, one of the world's most exciting and fastest growing computer products is helping more and more people in a million and one different ways. The growing success of our PC business means we now need more people in both of our new subsidiaries, International Products Limited at Fulham, and Product Sales Limited at Basingstoke.

Technical Support Systems Engineers Ref. CTS/2

To provide a central level of support to our marketing channels. Working as part of a team, which is the UK centre of competence for all PC products, you will become involved in a wide and diverse range of activities, including the development and delivery of courses on PC hardware and software, answering both internal and external hotline queries, and in providing technical support to our PC marketing.

You should have first class communication skills and up-to-the-minute knowledge of micro and software engineering techniques.

Dealer Account Managers Ref. CDA/2

Your prime object will be to identify and evaluate potential dealers, to ensure that they are equipped to promote the complete range of PC products with confidence, whilst maintaining the high level of service and customer satisfaction that IBM strives to achieve. This will involve you in providing the dealers with comprehensive business and marketing support.

Your knowledge of this technology, its applications and the industry trends should match your business acumen – a talent developed during an already successful career in sales, marketing, or business management.

Software Acquisition Specialists Ref. CSA/2

You'll join a team evaluating opportunities for IBM to acquire, publish and market systems and applications software packages for the PC. Your work will cover both technical and business aspects of product development.

Ideally a graduate, you should have experience of microcomputers and their software and might well have become involved in software selection and marketing.

Please write or phone for an application form, to: Kate Dawson, IBM United Kingdom Limited, 389 Chiswick High Road, London W4 4AL. Tel: 01-995 1441 Ext. 4489.

Expansion

At Portsmouth

The Information Systems Group at our North Harbour headquarters, near Portsmouth, is a service function which supports a wide range of applications systems and end-user services within IBM United Kingdom.

We are currently engaged in the development of host, distributed and office systems using the latest technology and are looking for a number of Computer Professionals.

Application Programming and Systems Analysis Ref. CAP/2

You should have a minimum of 2 years' experience of a high-level language, COBOL or PL/I, and will ideally have used such techniques as Structured Programming and IPT in a large development environment.

Distributed Systems and Services Ref. CDS/2

You should have a minimum of 2 years' experience developing applications and end-user services in either a central site or distributed environment. A thorough knowledge of some of the following is essential – RPG II, RPG III, Exec. languages, ISPF, VM/CMS, Graphics, APL.

IBM Information Services Limited, also at North Harbour, is IBM's largest international systems centre, providing a world-wide computer network service, an integrated data-base to support manufacturing and marketing, and international applications systems for use in many IBM locations around the world.

Systems Programmers and Analysts Ref. CPA/2

You'll be directly involved in the development and enhancement of applications software – real time and interactive – communications networks, data-base management systems and development tools.

To join, you should have had at least two years' programming experience using PL/I or Assembler, since graduating. You should also have a good working knowledge of a DBMS, network development, and operating systems such as MVS or VM.

Write or phone for an application form to: Jackie Fairbairn, IBM United Kingdom Limited, P.O. Box 41, North Harbour, Portsmouth, Hants PO6 3AU. Tel: 0705 321212 Ext. 8283.

Expansion

In Administration

The people we are looking for will provide administrative support to marketing, services and staff functions, looking after customer accounts. Opportunities currently exist in most major locations in the UK.

Account Administrators Ref. CAA/2

These appointments will involve monitoring and analysing results, controlling complex inventory and delivery situations, maintaining the integrity of customers' accounts and helping to ensure customer satisfaction. We will provide you with a programme of work-intensive training to help you succeed.

You will need to be committed, energetic and willing to be mobile in order to take full advantage of all the opportunities available to you within the company. An ability to operate within tight schedules is essential, and you should be able to communicate effectively within this fast-moving and challenging environment.

You should have a minimum of two 'A' level passes together with either a BEC Higher or equivalent qualification in Business Studies, or several years' relevant commercial experience, possibly in the banking or insurance fields.

Write or phone for an application form to: Jackie Fairbairn, IBM United Kingdom Limited, P.O. Box 41, North Harbour, Portsmouth, Hampshire PO6 3AU. Tel: 0705 321212 Ext. 8283.

Expansion

At Hursley

Software Engineers for CICS Ref. CP/2

CICS/VS software products form the cornerstone of IBM's transaction processing technology, and are used throughout the world in many thousands of data-base/data communication installations.

Openings exist in a variety of planning, design, development, build, test, evaluation and other support roles, encompassing a wide range of skills and experience.

You should be able to offer a degree or equivalent, and at least three years' relevant experience. Familiarity with CICS/VS or IMS/VS as a systems or applications programmer, or with a large IBM DB/DC installation would be a distinct advantage, as would knowledge of MVS, VM, DOS/VSE, PL/I, System 370 Assembler, VSAM or VTAM.

Alternatively, candidates with specialist skills in areas such as software quality assurance, test technology and statistical techniques, reliability engineering, and performance prediction will be considered.

Systems Programmers Ref. IS/2

Our Computing Services Department requires a Systems Programmer to be responsible for supporting the production of CICS and IMS systems, and a second to be responsible for the overall performance of the MVS systems.

You should have a degree or equivalent qualification with a minimum of 3 years' experience working with IBM systems and software, and be capable of solving complex systems problems.

Write to or phone Rena Southcott, IBM United Kingdom Laboratories Limited, FREEPOST, Hursley Park, Winchester, Hampshire SO21 2BR. Tel: 0962 54433 Ext. 6416.

Expansion

In Robotics and Telecommunications

Automation/Robotics Engineers Ref. CAR/2

You will spend an initial 12/18 months installing IBM robotics automation systems in our factories or laboratory prior to joining the IBM Advanced Manufacturing Systems Group. This Group is responsible for selling and installing IBM robotics automation products to our customers and prospects in the UK.

You should have a degree or HNC in an engineering science and an interest in developing your career into marketing as a Sales, Application or Automation Engineer. Or if you are joining from industry we are looking for engineers in a wide range of seniority with real and relevant hands-on experience in CAD/CAM – both hardware and software.

Application and Systems Development Programmers – Portsmouth Ref. CAS/2

Telecommunications is part of the newly formed Business Development Division in IBM UK. Telecommunications Systems Development has responsibility for developing networks and network applications.

The area works closely with customers but maintains strong links with the development laboratories. Software is developed using a staged process from requirement specification through design, implementation, test and support.

The projects are complex and cover a broad cross section of programming development activities in both the application and systems programming environments. Functions being developed include transaction processors, communications interfaces, network management and data-base facilities.

For an application form, please write to or phone: Kate Dawson, IBM United Kingdom Limited, 389 Chiswick High Road, London W4 4AL. Tel: 01-995 1441 Ext. 4489.

Expansion

In Finance and Property Services

Financial Analysts – Portsmouth, Havant, London Ref. CFA/2

To join a team of highly skilled finance professionals based at North Harbour, (Portsmouth), Havant and at some London locations. You should be qualified accountants, having qualified in the last 5 years, with a proven track record in industry, working in areas such as management accounting and financial planning. We are also looking for part-qualified accountants.

Financial Planners – Portsmouth, Havant, London Ref. CFP/2

Responsible for various financial planning activities under guidance of Senior Planners. You will most probably be graduates and post-qualified accountants, with at least two years' experience in a financial planning environment.

Building Maintenance Surveyors – London Ref. CBM/2

Working within the Property Services Department, you will be involved in the organisation and supervision of works associated with the maintenance of a large multi-storey office complex, including co-ordination of contractors, defects surveys and reports, preparation of specifications and control of PPM systems.

A sound knowledge of building construction is required together with one of the following qualifications:

- * HNC Building Construction.
- * Associate Membership of the Chartered Institute of Building.
- * Membership of the Institute of Clerk of Works.

You should be able to show a proven ability to manage maintenance and minor building works within a complex office environment, together with an ability to communicate at all levels.

Write or phone for an application form to: Jackie Fairbairn, IBM United Kingdom Limited, P.O. Box 41, North Harbour, Portsmouth, Hampshire PO6 3AU. Tel: 0705 321212 Ext. 8283.

Expansion

For Graduates Ref. CG/2

We also have significant numbers of opportunities that are particularly suited to new graduates and postgraduates seeking their first permanent employment. Among them are:

- * Systems Engineers (branches in major cities)
- * Software Development Programmers (Portsmouth and Hursley)
- * Robotics Automation Engineers (Greenock, Havant, and Hursley)
- * Development Engineers (Hursley)
- * Programmer/Analysts (Portsmouth)
- * Computer Centre Operations (Warwick)

If these vacancies interest you and if you are a new or recent graduate, write for further details and our graduate application form to: Brian Hyde, IBM United Kingdom Limited, P.O. Box 41, North Harbour, Portsmouth, Hampshire PO6 3AU.

As you'd expect from such a successful, expanding organisation, our salaries and benefits are excellent. Just part of the package includes free life assurance, a contributory pension scheme and BUPA membership. Where appropriate, generous relocation assistance will be provided.

To apply, simply contact the area of your choice, quoting the appropriate reference on the envelope. Should you not see the precise opportunity here, but you feel you have the right skills to contribute to, and indeed, share in our success, then write with full career details to: Kate Dawson, Recruitment Officer, IBM United Kingdom Limited, 389 Chiswick High Road, London W4 4AL.

Where will you join us?

- 16,000 jobs in over 40 UK locations
- Two manufacturing plants
- Development laboratory near Winchester
- An equal opportunity employer
- £745 million exports in 1983
- £146 million invested in UK in 1983

General Appointments

Software Engineering

Software Engineering

No longer the soft option, but an exciting challenge to your innovative skills.

With the rapidly increasing sophistication of microprocessor applications, software engineering is now one of the fastest growing and most technically and intellectually stimulating areas of technology around today.

And nowhere is there more scope to play a major role in developing software science to its limit than at Burroughs Livingston, where we produce a wide range of top selling computerised document processing equipment — among the most advanced of its kind anywhere.

Rapidly evolving applications for our products means that we need to maintain our position as leaders in innovative research and development. We are now looking for additional software specialists to join teams working in such areas as Datacom, Evaluation and Firmware. Men and women up to Section Head level (minimum 8 years relevant experience) as well as Senior Programmers (minimum 5 years relevant experience) who can make a very real and positive contribution to our future success in a fast expanding development environment, particularly:

DATAKOM Section Head

This role will involve co-ordinating the design and implementation of communication protocols with other members of the development team. It will also carry responsibility for supervising a team, co-ordinating resources and participating in long term planning and evaluation of future datacom development.

A degree or equivalent is required together with knowledge of poll/select protocol and preferably SNA.

Write with details of your experience (stating which position interests you) quoting reference T1 to Brian Statters, Burroughs, Simpson Parkway, Kirkton Campus, Livingston, West Lothian EH54 7AZ, Scotland, or telephone Livingston (0506) 414111.

EVALUATION Section Head

To manage a small team working on software design verification and evaluation of completed systems. Also the development and design of test tools and performance evaluation. A degree level qualification is required and a background in firmware would also be useful.

FIRMWARE Section Head

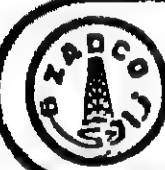
To manage a small team engaged in the development of firmware and I/O systems to support real time applications. It will also involve liaison with hardware engineering on the development of interface and the customisation of systems for specific user requirements. A minimum of a degree level qualification is required.

Opportunities also exist for staff at Programmer level in the above areas. Relevant experience with at least a degree level qualification are required.

So, take a hard look at your software career. If you are not making the progress you think you deserve and are ready to develop your specialist skills, join us here at Burroughs Livingston.

We can offer you a highly competitive salary and the sort of benefits you'd expect from a leader in the industry, including assistance with relocation to this particularly pleasant area of Central Scotland.

Burroughs



شركة تطوير حقول زادكو
ZAKUM DEVELOPMENT COMPANY (ZADCO)

ZADCO, a leading oil producing company in Abu Dhabi - United Arab Emirates offer the following position. The qualified candidates are invited to apply.

SITE MEDICAL OFFICER
(Base of work : ZIRKU ISLAND)

REF. : ZDC/ZA/T/17/84

JOB AND DUTIES :

Plans, coordinates and controls all medical activities on Zirku Island provided for ZADCO and contractor's personnel. Government officials, visitors and tankers personnel, includes examining patients, diagnosing ailments, treating, prescribing and/or administering medicines and drugs, dealing with emergency cases related to traffic, occupational and diving accidents. Refers special cases to a specialist in Abu Dhabi.

QUALIFICATION :

- M.B.C.H.B. from a recognised university plus a short course in industrial medicine, and diploma on tropical diseases.
- 5 years experience as a general practitioner including 2 — 3 years experience in an accident unit (ORTHOPEDIC AND EMERGENCIES) certificate and experience in divers decompression chamber.
- Fluent in English

SALARIES AND BENEFITS :

Minimum total salary will be US\$ 3500- per month depending on the qualifications and experience. Free food and lodging will be provided. Leave will be on rotation basis as per Company rules with air passages to the country of origin. Handwritten applications in English mentioning the job and it's reference with a copy of diplomas and certificates of employment and send to :

THE SENIOR RECRUITMENT AND SELECTION SUPERVISOR.

P. O. BOX 6808

ABU DHABI — U. A. E.

Send a copy of the application to :

THE SECRETARY FOR EMPLOYMENT COMMITTEE

P. O. BOX 9, ABU DHABI — U. A. E.

INTERIOR DESIGNERS

Blanchards have the following vacancies:

London: Interior Designer With good all round experience of quality residential decoration and furnishing. Must be able to take projects through to completion.

Abu Dhabi: Designer/Draughtsman for detailing and specifying. Apply only if you like hard work and single accommodation suits you.

London: A Design Junior (fully qualified college leaver). You should be ready to tackle anything in company with an enthusiastic team.

Salaries and conditions are attractive by any standards, as we are looking for 'the best'. Write with full details to the Managing Director at 178, Sloane Street, London SW1X 5QL.

BLANCHARDS

NURSE REQUIRED AS

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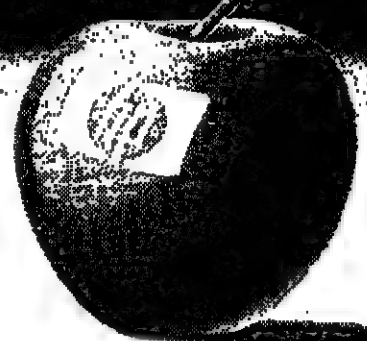
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HORIZONS

The Times guide to career choice

The courage to take risks

Fashions change in management as much as in anything else. Having lain dormant for more than a decade, entrepreneurial flair is the attribute which appears to be most in vogue in management recruitment just at present. However, the modern requirement expressed in a variety of ways seeks to temper the whizz-kid exuberance of the 1960s with the austerity of the 1980s.

"A combination of maturity with the courage to take risks" is how Mr Len Weaver, chairman and chief executive of Polymark, describes what

Patricia Tisdall on new requirements in management

years is, as one manager expressed it, "more room to take decisions". An extreme example of how this has been achieved is the realignment by Perkins Engines, a Massey-Ferguson subsidiary, which has caused responsibility for managing shop-floor workers to be devolved away from a centralized industrial relations department back to line managers. The reorganization requires ordinary line managers to learn how to deal with grievances which were formerly channelled through industrial relations specialists.

Along with the trend towards giving more scope to existing managers has come a new caution in recruiting. Mr Graham Lindsay, a partner in the Korn Ferry head hunting consultancy, comments that his clients are taking much more care and are more conscious that they are "making a real investment in people" than was the case in the 1970s. "He says" that applicants need to demonstrate not only that they have the necessary academic and technical qualifications but also experience in particular market sectors.

However, a by-product of the new caution which managers are contemplating a mid-life career change should find encouraging is an increasing interest in the more mature age-brackets. "Many companies nowadays are more than happy to take on people aged 50 and over, whereas five years ago, anyone aged over 45 was

almost deemed to be dead", says Mr Lindsay.

How can the ambitious manager improve his or her chances of promotion in the present business climate? Mr Lindsay's advice is first to consolidate any existing external qualifications. This could mean finishing a degree or diploma course, completing the membership requirements of a relevant professional institute, or collecting any awards or certificates which might be due.

The next step is to acquire any external skills which might help to

Let your present employer know

"give and edge" over comparable applicants even if it means taking an Open University course or trekking off to night school.

"It opened up a whole new range of possibilities when I found that the person I thought was just another retail store manager had completed a computer course at night school" was how recruitment expert recalls her reaction to such an initiative.

The final task is to broadcast to an existing employer the fact that the qualifications have been acquired, since personal recommendation and references have become an increasingly important part of the present recruitment climate. Very few employers maintain an up-to-date skills register and personnel records are often sadly out of date. Positive if discreet action should be taken to ensure that all relevant colleagues are aware of the results of any exercises in self-improvement.

Encouragement for the more mature

he sought from recruits when he set out to reorganize the laundry, agricultural and horticultural activities of the group. Another company advertising for a computer services manager asks for "demonstrable business acumen" while a third seeks a manufacturing manager, with "a strong commercial awareness".

There was little scope for commercial innovation from managers during the recession. A climate of retrenchment, closures and redundancy is not one in which risk-taking, however well-calculated, is welcomed. But even before the economic troughs of 1981 and 1982, rank and file managers had little encouragement to develop entrepreneurial flair. It is easy to forget that a near revolt was caused by low morale and general dissatisfaction among managers in the mid 1970s.

Probably the biggest change which has occurred in the last couple of

MARKETPLACE

Philip Schofield reviews the job vacancy scene

This year recruiters are likely to spend £200m on advertising vacancies in the press, according to Charles Barker Recruitment, one of Europe's leading employment advertising agencies. This will be an increase of almost 30 per cent on last year and an increase of almost 30 per cent on last year and an increase of almost 30 per cent on last year.

The Barker forecast may be an underestimate. In the first five months of 1984 the volume of recruitment advertising carried in a sample of 13 national newspapers was over 29 per cent up on the same period of last year. The rate of growth appears to be slowly accelerating - the rise in May being almost 34 per cent.

Furthermore, the increase in recruitment advertising in many professional and technical journals appears to be rising at an even faster rate. For example, the three leading journals collectively showed an increase of over 76 per cent on the first five months of last year.

The demand for management, professional and technical skills is especially buoyant. Thus the "quality" national newspapers are showing average gains of some 36 per cent (almost 43 per cent in *The Times*) while the "popular" newspapers are averaging gains of under 20 per cent.

There are significant variations compared with last year in the demand for particular skills. The HAY-MSL Index for the first quarter of the year, based on monitoring seven newspapers, showed a 34 per cent increase in demand for personnel, 24 per cent in computing, 17 per cent in sales and marketing, 14 per cent in general management.

However, accountancy vacancies were up by only 14 per cent, and research development and design vacancies were down by 2 per cent.

Some disciplines are in very short supply. A new report by the Institute of Manpower Studies on "Graduate Supply and Availability to 1986" draws attention to the shortage of specialists in information technology.

The IMS notes that the numbers of those graduating in electrical/electronic engineering will fall by over 11 per cent between 1984 and 1986 and that the number of computer scientists will similarly fall by some 10 per cent.

Changes of pattern

Career patterns are likely to change profoundly if the predictions made at last month's biennial conference of The Recruitment Society are accurate. Dr Colin Leicester, of the Centre for Employment Policy Studies at Hanley Management Training College, described some of the findings of a project in which 35 leading business organizations collectively employing 2 million people were asked how they were changing their personnel policy.

They expect to become more fragmented, require managers who are more entrepreneurial and to link organization performance with individual rewards.

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A SPECIAL REPORT

Small businesses

A look at the sources of help and advice for new enterprises and employment

If fashionable thinking and enthusiasm were all that were needed Britain would soon be at the top of the international league in boosting the small-business sector with its promise of laying the foundation for future national growth.

To the widespread notion that small is beautiful has been added the keen efforts of a plethora of organizations, many of them localized, intent on encouraging and more important, guiding new businesses while providing workshop, office and shop space.

The drive to help small businesses reached a new high this month with Britain's first Small Firms Enterprise Week, which ends tomorrow after a combined effort involving well over 300 organizations such as local enterprise agencies, local authorities and chambers of commerce.

It was launched by David Trippier, small businesses minister at the Department of Trade and Industry, as a means of raising the profile of the organizations around the country that help small businesses. It is now expected to become an annual event.

It is easy to be doubtful about the value of this sort of thing. Cynics have suggested what is now in itself a big business in promoting, and offering help to, small firms is almost absurdly healthy compared with the struggles of the small companies into which it is supposed to be breathing new life.

But the plain fact is that Britain has been underpopulated with small businesses compared with its competitors among the other industrialized countries. It is high time the pendulum was firmly pushed the other way. The advice, promotion and aid machine may be unwieldy, with overlaps of effort, at this stage but at least there is now something there which can be fine-tuned.

The coming merger of the Confederation of British Industry's Special Programmes Unit (SPU) and Business in the Community (BIC) is the sort of rationalization that has proved desirable. SPU coordinates community action programmes and BIC is the force behind the enterprise agencies.

There are those in the City who would not be surprised at an eventual shake-out among the business expansion funds. What matters is how far all these efforts



The spirit of small-business, typified by these brewers, some of the craftspeople who helped to rejuvenate a building in the Cotswolds—see Page VII

are producing results to boost the role small businesses are playing in the nation's economic life. One of the problems is that concrete results are not produced overnight but some are now clearly there.

The 1970s presented a picture of contracting numbers of small businesses and the growth of big companies as well as the public sector. But in the four years covering 1980 to 1983 there was a net surplus of nearly 120,000 as between deaths and births among companies. This growth has been speeding up: in 1983 the surplus was 23,000 but last year it had more than doubled to 47,000.

This sort of healthy growth seems

likely to improve further as more skilled advice is brought to bear on small companies. Overall their failure rates are around one in three in early years but when they are clients of enterprise agencies this failure rate is now being at least halved.

The number of small businesses is now put at 1.4 million. They account for 96 per cent of all businesses and about a quarter of the nation's workforce. The workshops and other premises whose numbers have been increasing as local community efforts have got things on the move have resulted in small companies accounting for a fifth of national production.

Small businesses are increasingly turning their attention to exporting, always a difficult step for the infant enterprise. British Overseas Trade Board has reported that 80 per cent of its inquiries for help on exports are now coming from small companies.

All these statistics probably understate small-business activity because not all the self-employed will necessarily show up in value added tax registrations that are mainly used as the base for assessing the small business population. There are now 2m people classified as self-employed and many must be running probably one-person businesses.

About half of small businesses are involved in the service sector with retailing outlets the largest single segment. Small retailers have been under increasing pressure with the growth of the big multiple stores in sectors like grocery, electrical goods and DIY. But particularly in the grocery sector small shopkeepers have been fighting back. The "symbol" chains like Spar, Mace-Wavy Line and VG, have been reorganizing their operations. An advisory service particularly aimed at helping the village shop has been set up by the Council for Small Industries in Rural Areas (CoSIRA).

It looks likely that much of the growth in small businesses will now be in the services sector. But manufacturing and construction are still substantial sectors.

Analysis on the lifespan of businesses at the Department of Trade and Industry has shown that sole proprietorships and partnerships have a better survival record in production, construction, transport, wholesaling, the motor trade and some services. Companies have fared better in agriculture, retailing, professional and financial services and catering.

The first 30 months of a business's life is the most vulnerable, the analysis showed. But after ten years 40 to 45 per cent of small businesses can still be expected to be

THE SECTORS FOR SMALL BUSINESSES

	NO. IN 1983
Agriculture	182,000
Production	138,000
Construction	212,000
Transport	58,000
Wholesaling	109,000
Retailing	266,000
Finance, property and professional services	91,000
Catering	121,000
Motor trades	74,000
Other services	15,500

Source: Department of Trade and Industry

trading. Around 9 per cent of the businesses in being are likely to die each year.

The growth of franchising could be a strong factor in service sector growth. The British Franchise Association is predicting that by the end of next year its members will have sales of some £1 billion and will be employing around 50,000 workers.

The growth of worker cooperatives in Britain has been as fast as anywhere in Europe and the majority offer services rather than being involved in manufacturing. The number of such cooperatives is now not far short of 1,000 after a big surge in numbers formed in the past year. They account for well over 9,000 jobs.

Among small businesses themselves there is far more optimism about their future this year compared with last. This emerged from the recent second annual survey* of the sector by Thomson Directories. Early last year the businesses surveyed — some 1,150 in eleven regions — were looking to price cutting, staff reductions and minimal investment.

This year businesses are looking to higher investment, less reliance on price cutting and only 7 per cent of the companies expected staff reductions compared with nearly a third last year. Instead 31 per cent planned to take on more staff.

Two-thirds of the businesses this year felt the UK economy had finally turned the corner and 82 per cent were now confident their own businesses would succeed.

Larger order books were reported by 58 per cent. Some 32 per cent cited as grounds for optimism the discovery of new markets or new products, with 38 per cent of the businesses involved in exporting.

But when canvassed for the first time on take-up for Government aid schemes it emerged that 73 per cent ignored these. So Mr Trippier could be on the right track in banging the drum to let small businesses know what there is on offer not only from Government sources but from so many others.

* Thomson Directories Small Business Survey: Thomson Local Directory, Thomson House, 196 Farnborough Road, Farnborough, Hants GU14 7NU; phone (0252) 516111.

Derek Harris

Mr Private Eye, on a government scheme

It is a brave and confident man who abandons the small comfort of unemployment benefit to risk all in starting up his own business. But the Government believes that there is a wealth of talent among the unemployed that could be tapped to benefit not only themselves but also others by the creation of new jobs. To put philosophy into action, the Manpower Services Commission now operates an Enterprise Allowance Scheme which compensates the unemployed for the loss of their benefit when they start up a business by paying £40 a week for up to a year to supplement the business's takings. Since the scheme was expanded in August last year from its experimental beginnings over 34,500 people have joined the scheme and there is enough in the kitty to allow 60,000 to join the scheme by 1984/5.

The range of new ventures is staggering. Alan Phelps of Chippenham, Wiltshire, has set himself up as a private detective while Nicholas Nourse who lives in the same town is making and repairing stringed instruments including violins, harps and cellos. Paul Coombes

had saved enough money from his time in work to buy a 50ft harbour tug Bispham and with the help of the EAS he set up as a dredger and ferry service to take crew on and off their ships.

The scheme provides free business counselling and is designed not to be merely a subsidy. But acceptance onto the scheme does not imply that the Manpower Services Commission judges the ventures to be commercially viable.

The business has to be brand new, but one which has ceased trading may be eligible. The venture has to be independent, and not just people operating as agents or working under labour-only subcontracting terms.

And only companies with small beginnings will be considered for the allowance. Anyone intending to employ more than 20 people in the first three months of operation would be thinking too big for the sort of enterprise the MSC hopes to foster.

Although applicants have to have £1,000 to invest in their business over the first year, it does not have to be cash in hand.

Continued on page 11

Vivian Goldsmith

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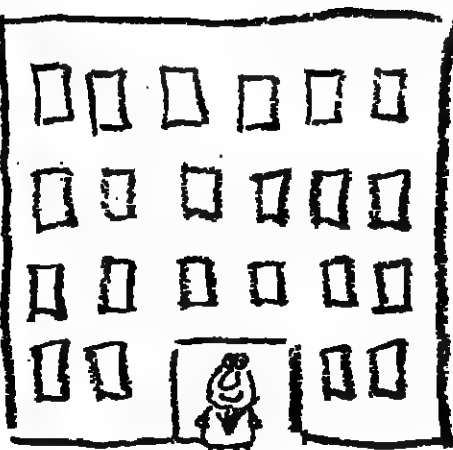
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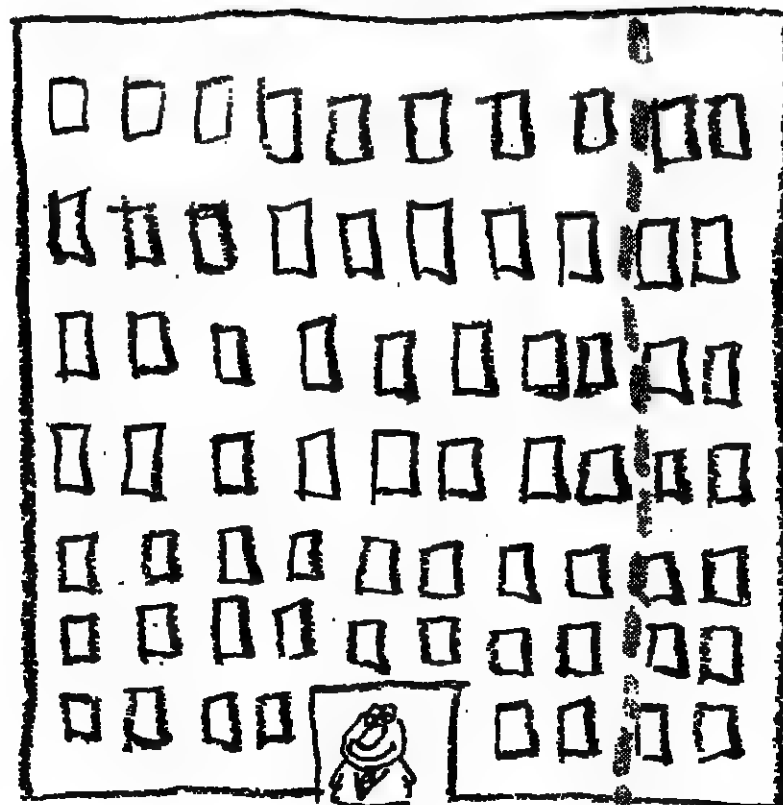
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A company doctor for the eighties

Watering down of the Loan Guarantee Scheme, put through by the Government a month ago, has inevitably raised questions over the Tory commitment to expanding the small business sector.

David Trippier, the small business minister at the Department of Trade and Industry, is adamant it signals no such thing. He emphasizes an enthusiasm for the cause by his Secretary of State, Norman Tebbit, as well as that of the Prime Minister, which goes back to Mrs Thatcher's family beginnings when her father ran his own grocery shop.

When the Treasury started worrying that the LGS scheme was not self-financing no doubt those allies helped keep the scheme in being and could see it prolonged beyond the year end when a decision will be needed to extend its life.

Mr Trippier said: "This government has not jettisoned its commitment to small businesses and nor will it." To underline the point he listed a series of moves now being planned, all part of a rolling programme he is setting out to secure action particularly over the next year while also taking a five-year view.

Mr Trippier has been working for some time on a "packaging" of the multifarious schemes for aiding small businesses. Many of the 108 Tory initiatives to help small firms, much-trumpeted at the last general election, are tax measures but there are 64 specific schemes from the Small Engineering Firms Investment Scheme (SEFIS) to various high technology, research and design measures.

It is these 64 which are to be transmitted and it looks as if it will come down to four umbrella schemes, a much less confusing arrangement than has faced the small businessman

before. These are likely to be grouped as export schemes, regional schemes, grant-aid schemes and then advisory schemes including the Department of Trade and Industry's counselling service that is part of its small firms advisory service.

A big advantage is that the many and varied exclusions in some schemes will go. One design advisory scheme, for instance, does not at present apply for companies with fewer than 60 employees. There are other bigger anomalies. It will mean a more flexible approach that should benefit many companies but it also looks likely to cost more money. One answer being considered by Mr Trippier is to ask for some contribution from small companies using a particular scheme.

Mr Trippier has also been making a study of the administrative burdens on small business. Some other government departments unwittingly cause problems for small companies by laws or red tape. The Government has already cut back on statistical form filling - a million of them were axed by last June - but Mr Trippier wants to see more go.

In many areas there has been discrimination in favour of manufacturing but with the service sector now producing so many jobs Mr Trippier wants to see a balance restored in favour of services.

Mr Trippier said: "As in the United States I think it is inevitable that most of the new jobs created by small businesses will come from the services sector. In the LGS scheme where there is an equal chance for services half the loans are taken up by service industry."

One thing that could emerge from the study in administrative burdens is how far small businesses could benefit from



Most of the new jobs created by small businesses will come from the services sector

further easing of employment legislation. The prospect of facing an industrial tribunal hearing if an inefficient worker is sacked is still a difficulty for a small business whose principals have precious little time to spare. Whether some formula to ease the problem for small firms could be found remains to be seen and is anyway a matter for the Department of Employment. This is now under review in Whitehall.

When Mr Trippier after the last general election took on the small businesses brief he particularly put his weight behind accelerating the spread of local enterprise agencies. In his native Lancashire he has been

Champion of the little man: David Trippier, the minister for small businesses, aims to reduce the mountain of form-filling that plagues many companies, and to establish a network of 300 local enterprise agencies throughout Britain

helped by enterprise agencies is probably only one in seven.

When Mr Trippier took office he looked to 300 enterprise agencies being set up within three years. With well over 200 now in being and probably a further 50 in the pipeline the 300 mark could be breached soon enough.

He said: "These agencies provide a hand-holding service in what is an exercise in self-help, a community pulling itself up by its bootstraps. It is possible to do only so much for small businesses from the centre here in London: at the local level you can do an awful lot."

He sees a more defined relationship being established between the growing number of agencies and his department's small firms advisory service. A crucial role is played by the service's counsellors whose numbers in England have risen sharply this year to 262 from 173 in 1983.

The agencies, jacks of most trades, will play a role like that of the general practitioner in medicine. The small firms service counsellors will be the specialists or consultants. Counsellors will be encouraged to see clients at the enterprise agency so that increasingly the agency can become the one-stop shop for any small company seeking help.

The demand for counsellors will inevitably grow further as small company needs increase. Mr Trippier accepts that this will mean further expansion of the small firms service.

Another linkage Mr Trippier would like to see grow is between colleges of further education and the enterprise agencies especially in the management training and marketing fields. This is already happening and bridges the gap between educationists and industrialists.

One idea to help with staffing of enterprise agencies would be to encourage universities to have students that were on appropriate courses to go into the agencies for six to nine months.

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In a flap to good effect

Flags were always flying from the Nottingham home of engineer Clifford Newton, marking the national days of countries east and west and celebrating royal birthdays. He had an impressive collection. So when he was made redundant in 1975 he decided to have a go at making a living from hiring them out, and also hit on the idea of making flags for sale.

He moved his family to the east coast and set up in a small workshop in Chapel St Leonards.

Now, with the help of a Development Commission grant, Mr Newton, aged 51, and his wife, Mrs Georgina Newton, aged 49, run the Newton Flag Workshop and Gallery in a 17-year-old chapel of ease in Lincolnshire.

In September, Mr Newton is

off to the United States to study flag making there, having won a £2,500 Winston Churchill Memorial Travelling Fellowship Award.

Mr Newton and his family live in the Bishop Tozer Chapel between Skegness and Burgh-le-Marsh two and a half miles from the village. The listed building, standing in open countryside, has had several changes of use since it was last used as a church in 1936, and in recent years had been standing empty. There was no water, electricity or drainage and the Newtons lived in a caravan while conversion work was being done.

Mrs Newton, who turned her hand to sewing to play a part in the business, said: "When my husband was made redundant no one wanted to employ someone of his age. We had a family to keep so he thought of cashing in on his hobby. Happily it materialized. Things are now slotting into place and we hope that we are not going to look back."

They make flags for the Government, Boots of Nottingham, the British Sugar Corporation, British Gas and other

Reaching for the skies: Robert and Georgina Newton outside at their flag-making premises in an old church near Skegness.

giants of industry. Two seamstresses are employed as full time out-workers, and a commercial artist handles the design side.

Proudly displayed in the Chapel Gallery are Newton royal standards exhibited with permission from the royal household. They have not yet had a royal commission - if.

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Continued on page III

Vivien Goldsmith looks at types of borrowing

Loan or overdraft: the difficult decisions

The high street banks have always played the role of nanny to British industry - nursing emerging businesses in their vital and formative years. But only in the last decade have small businesses been offered the sort of tailor-made packages that big business has come to expect.

The Bolton committee's report in 1971 on small firms jolted bankers into thinking that perhaps there was more they could do to help small businesses (and, of course, themselves in the long run). The recession served to highlight flaws in management, marketing and financial controls that may have remained undetected in small, thriving companies in the good times.

The bulk of lending to small firms by banks is through overdrafts but more and more companies are being persuaded to separate their short-term cash needs from longer term capital investment and to finance the latter through term loans with either a fixed rate of interest or one pegged to bank base rate.

Mr Peter Jackson, the manager of Barclays' small business unit, says small businessmen tend to think first of an overdraft because they think on a domestic scale. "I would like to see a switch to loans because they allow the businessman to improve the equity position in his own business. An overdraft tends to roll forward and not get paid. Term loans are best for fixed assets, but it is often working capital that people are short of. An overdraft has to be short-term - a solid overdraft shows that there is something wrong."

Barclays has tailored two loan schemes for small business - one for new businesses, and one for expanding businesses. The Business Start Loan covers loans of £5,000 to £100,000 for up to five years, and instead of charging a percentage of the loan, the bank charges a royalty based on sales. So in the first year or so when sales are low, the charges will be low as the business picks up, so do the charges.

The capital is not repaid until the term of the loan expires. The scheme aims to recoup about 17 per cent of the loan from the royalty payments but actually manages a return nearer 15 per cent.

The Business Expansion Loan is designed for the purchase of capital assets such as property or machinery and can be as low as £5,000 or up to £500,000. The loan can be repaid over anything between two and 20 years depending on the life of the asset and sometimes a "holiday" of up to two years during which only interest is repaid can be arranged. The interest can either be fixed at the outset or tied to bank base rate.

"We try to do a follow-up visit after about six months to see if our suggestions have been taken up. If they know that we are coming back then they are more likely to follow our suggestions," Mr Jackson said.

Lloyds has a similar business advisory service with a team of 20 managers, which has been going eight years. And the Midland began its regional advisory service in December and has already seen 56 companies. Of the big four, only the National Westminster has held back. But it does have an advisory service available to small businessmen through its industrial unit, which does company investigations specifically for the benefit of the bank.

"We don't see the business advisory service as getting to enough people," said Nat West's Les Wood. "The size of the sector is such that it can only be served by the branch network."

The Co-op bank also looks to branch managers to offer small businessmen a comprehensive service, but it has in addition a team of six business managers "on the road" who act as a flying squad with back-up expertise for the bank managers, and a special small business unit based in Manchester.

All except the Nat West offer a choice of fixed or variable (pegged to bank base rate) interest rates. Earlier this year Lloyds repackaged its two loan schemes for small business to create one flexible plan with a unique option to switch from fixed rate to a rate linked to base rate or visa versa every five years. Customers will know exactly how much a loan is going to cost over a specific period without being locked in to that rate for the whole term of the loan when interest rates might be falling.

Like Barclays, the Midland has two schemes. The Medium

Term Loans provide £5,000 and above to cover repayment between three and seven years, and are charged on a rate pegged to base rate. The Long Term Loans are for advances of between £20,000 and £500,000

6 We try to do a follow-up visit after about six months... to see if our suggestions have been taken

to be repaid over 10 to 20 years at a rate which can either be fixed or variable.

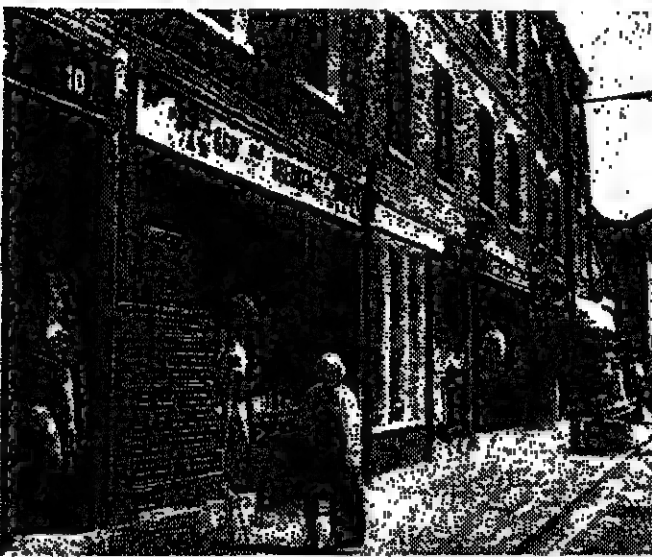
But at Nat West, Business Development Loans for sums between £2,000 and £250,000 are repayable over one to twenty years at a fixed rate only. Nat West has £1 billion lent through this scheme in 97,000 loans averaging £10,000 to £15,000 each.

In addition to operating their own schemes the banks run government-backed schemes such as the Loan Guarantee Scheme, under which the Government guarantees 70 per cent of the loan up to £75,000 which is charged at 5 per cent over bank base rate.

There is also a loan scheme under the wing of the Council for Small Industries in Rural Areas (COSIRA) which is open to sole traders, partnerships or companies employing not more than 20 skilled people and located in the countryside or towns with fewer than 10,000 inhabitants.

But some business proposals put to bank managers or small business managers fly so high into the realms of high technology that they need to call in the experts to assess the underlying technology before they can pronounce on the purely financial aspects of the business.

Barclays has its own in-house technology unit, which it claims is swifter and more responsive than going to outside agencies for help. But the Midland and Lloyds look to established scientific institutions - The Midland to the Production Engineering Research Association, and Lloyds to Cranfield Institute of Technology.



Bradbury Street's north row, below: every shop a cooperative. Left: a tropical touch with cane designer Aidan Halpin, and Raul Saavedra, seller of South American musical instruments and whole foods

Bradbury Street in north-east London used to be the kind of back alley that wouldn't attract a tomat, let alone shoppers. Now, a year after the official launching of a development scheme, one whole side of it is taken up with small businesses, 16 of them, employing a total of 64 people. What makes the row of shops and workshops unusual is that each is a cooperative.

The scheme started when Hackney Cooperative Development decided to encourage the growing number of co-ops in its area to move into adjacent retail outlets so they could share trade and provide a business stimulus in a rundown environment. Bradbury Street looked ideal because though its Victorian buildings were in bad order,

The street where you cooperate

they were well-placed to benefit from the large number of people who used the nearby supermarkets and Dalston's thriving Ridley Road street market.

HCD leased the buildings on the north side of the street from Hackney council and refurbished them with a total of £170,000 in grants from the inner-city partnership at the Department of the Environment and the council itself.

David Altheier said that in the beginning the development agency had been cautious about predicting how the co-ops would progress, but 12 months after the first 10 moved in to the street, none of the businesses had failed. Rents from the co-ops are going back to HCD and next year will result in a modest surplus.

Hackney being what it is - an east-end borough increasingly colonized by young trendies - the businesses in Bradbury Street are run by people mostly in their thirties or under and have a distinctly Hackney feel to them. They include a bicycle-repair shop, mural painters, antique-restorers, cane and pine (stripped, naturally) retailers.

David Altheier

From page 11

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Continued on page V

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How Aunt Agatha came to part with her nest egg

They are the Jekyll and Hyde of the small business world: the Business Expansion Scheme and its big brother, the Loan Guarantee Scheme. Both are designed to help small businesses - never a straightforward matter at the best of times - and both have developed in ways quite unforeseen by their Whitehall architects.

The Loan Guarantee Scheme was launched three years ago. Under its aegis nearly £500m has been lent to businesses which in many cases might not have been able to persuade the banks that they had a sufficiently good chance of surviving long enough to repay the debt.

The Business Expansion Scheme is a development of the now defunct Business Start-up Scheme, which enabled small length investors to claim full tax relief on the purchase of shares in new businesses which otherwise might never have got off the ground.

The scheme was retained and relaunched in last year's Budget to enable money to be put into any company so long as it was not quoted on the Stock Exchange or its Unlisted Securities Market. In this new guise more than £40m has been invested through the BES.

Both schemes have their critics, but the Government appears to have taken to heart the strictures against the Loan Guarantee Scheme more seriously. While Nigel Lawson, the Chancellor, made only one minor amendment to the Business Expansion Scheme in his Budget three months ago, the Department of Trade and Industry weighed in last month with a considerable tightening of the scheme.

The Government will still guarantee loans of up to £75,000, though that in itself makes no concession to inflation since the scheme began in 1981. However, the extent of the state's cover has fallen from 80 per cent to 70 per cent, and the premium charged has risen from three per cent of the outstanding amount guaranteed to five per cent.

This effectively adds 3½ per cent of the cost of servicing the loan, on top of the interest charged by the bank, compared with an effective surcharge of 2½ per cent before. As if that were not bad enough from the borrowers' point of view, the banks are generally expected to react to their greater exposure by charging more interest than before.

The overt reason for the new restrictions was that claims under the scheme had exceeded premium income by £40m. This was thought too much for the state to bear. However, that is another way of expressing the widely held view that in too many cases the banks have been leaning on the scheme needlessly.

In a report published last year, the accountants Robson Rhodes found that the banks' appraisal techniques were "patchy", and that initial investigations carried out by accountants were "often inadequate".

An analysis by the Department of Trade and Industry of 100 failures under the scheme suggested that most were heavily borrowed before they took on further debt through the LGS, and only a few had what were regarded as adequate financial controls.

This has led to the cynical charge that the banks have been considerably more lax about lending taxpayers' money than their own. The banks, understandably, reject the claim, pointing out that the scheme has been operating at a time when even the most professionally run businesses have found the going difficult. So far about 2,000 companies have gone under with LGS money, out of a total of nearly 15,000 receiving loans through the scheme.

The unsatisfactory upshot is that the Loan Guarantee Scheme is now on a tenure of no more than six months. While this does not directly affect the terms of existing loans, it inevitably makes it harder both for borrowers and lenders to plan. That has been a partial but much lesser problem with the Business Expansion Scheme, as it is obviously subject to change at Budget-time.

However, this has been more of a headache for the managers of these schemes than for investors or businesses receiving the money. Once the rules have been laid down by the Finance Act, they are good for the duration of each scheme.

In fact, the only change to the BES rules this year has been to exclude farming as a qualifying activity. That includes stud farms, to the annoyance of the horse breeding fraternity.

The major change to the BES since its inception was more of practice than principle. The original pipedream of the Whitehall draughtsmen was that the scheme should enable the proverbial Aunt Agatha to be encouraged to put a small nestegg into her nephew's enterprise. Tax relief would remove much of the risk, but fast-buck operators would not be able to make a large-scale killing.

We have yet to see the full benefit of the BES. Equity finance takes time to flower. But there have already been grumbles that the BES fund managers are extracting too much for themselves in the way of fees, interest and options whilst minimising the risks.

William Kay
City Editor

Born out of the recession - now £5m up

Irene Farnsworth reports on the firm that went against a trend and won



Proving there is life after redundancy: Barrie Buckley, centre, and colleagues

A company born out of the recession, which it counts as its best friend, is geared to increase its £1m annual turnover to £5-£6m in the next three or four years.

Set up in 1980 with bank backing and the cash that three ex-General Motors design engineers and a friend saved out of high earnings abroad, JVB Design Ltd. now has a permanent staff of 47.

It aims to build the workforce to 300 and has moved into 47,000 sq ft premises in Luton with the courage of the directors' convictions that the town has a skill to sell that is needed by the automotive industry worldwide.

The trend in the automotive industry has been for design engineering to be centralized, notably in Germany and France. This led to companies in the UK cutting down their design teams. Many design engineers are working abroad, leaving their families behind, and JVB is luring them back home.

In a car town

"I worked in Germany, where salaries are 2½ times what they are here, rather than wait to be made redundant. I met two other design engineers who had also worked at GM in Luton, Barrie Buckley and John Bridger, and we saw the potential for an engineering design business in the UK", said JVB's managing director 43-year-old Brian Penwright.

*With Vivienne Barnett, our

company secretary, we set up an agency in Luton which is very much a car town, and although the automotive industry here has been run down the people with the skills are still here or have their homes here. Many of our employees were redundant design engineers. We were finding they were going abroad to work and in a bid to halt that initially paid salaries out of our own pockets.

Maximum security

"We didn't have any work to speak of for the first six months but determination - and Barclays Bank - kept us going. We are now selling the skill of Luton to the rest of Britain and the world."

The company has taken a 25-year-lease on new warehouse units near Luton airport and the M1 which it has turned into spacious drawing offices with allied print and presentation rooms to provide all the facilities needed for a total design package. The business has been developed to build prototypes of new vehicles and manufacturing areas with maximum security are being equipped.

"We came along in the recession", said Mr Penwright, maybe picking up crumbs nobody else wanted. But the recession has been our best friend because everybody started level again. Other design companies didn't have any work either. Now work is becoming available we are picking up new business and getting repeat business from satisfied customers.

Sources of venture capital

From page III

Midland Bank Industrial Finance Ltd
22 Watling Street
London EC2
Tel: 01-638 8361
P. A. Developments
Bowater House East
68 Knightsbridge
London SW1X 7LJ
Tel: 01-584 2863
Pegasus Holdings (part of Lloyds Bank)
11-15 Monument Street
London EC3R 8JU
Tel: 01 626 1500

Prudenture and Protec (part of Prudential)
142 Holborn Bars
London EC1
Tel: 01 404 5611
NM Rothschild and Sons Ltd (Rothschild Venture Ltd)
P.O. Box 185
New Court
St. Swithin's Lane
London EC4P 4DU
Tel: 01 280 5000
Sabreline Ltd
21 Princes Street
Hanover Square
London W1
Tel: 01 493 3539
Smithdown Investment Ltd
15 South Moulton Street
London W1
Tel: 01-488 1502
Thompson Clive & Partners Ltd
24 Old Bond Street
London W1
Tel: 01 491 4809
Venture Link
1 Laurence Pountney Hill
London EC4
Tel: 01 621 1353
PROVINCIAL
Business Mortgages Trust PLC
1 Marlborough Road
Sherwell
Plymouth PL4 8LP
Tel: 0752 669286
Centreway Business Expansion Fund
Midland & Northern Ltd
1 Waterloo Street
Birmingham
Tel: 021 643 3941
East Anglian Securities
3 Colgate
Norwich
Tel: 0603 60931
Grosvenor Development Capital
Commerce House
2-6 Bath Road
Slough
Berk
Tel: 0753 32623
Hafren Investment Finance Ltd
Treforest Industrial Estate
Pontypridd
Mid Glamorgan
Tel: 044385 32955
Industrial Development Board
For Northern Ireland
L.D.R. House
64 Chichester Street
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HOLLAND & BARRETT
FRANCHISING

Continued on page VI

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A SPECIAL REPORT

Sources of
venture capital

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 126 Colmore Row
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 Tel: 021-233 3404

Singer & Friedlander
 National Westminster House
 8 Park Row
 Leeds
 Tel: 0532 438073

SUMIT (Sharp Unquoted
 Midland Investment Trust)
 Edmund House
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 Tel: 021-236 5801

Triventure (Capital)
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 Cheltenham
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 Tel: 0242 584380
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 Adam and Co
 22 Charlotte Street
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 Tel: 031-225 8484

Advent Management Ltd
 48 Manor Place
 Edinburgh
 Tel: 031-225 5784

British Linen Bank Ltd
 4 Melville Street
 Edinburgh
 Tel: 031-226 4071

Edinburgh Financial and
 General Holdings
 1 Glenfinlas Street
 Edinburgh
 Tel: 031-225 6661

Hodgson Martin Ventures Ltd
 4a St Andrews Square
 Edinburgh
 Tel: 031-557 3560

James Finlay Corporation Ltd
 Finlay House
 10-14 West Nile Street
 Glasgow
 Tel: 041-204 1321

McNeil Pearson
 Investments Ltd
 36 Melville Street
 Edinburgh EH3 7HA
 Tel: 031 220 6952

Melville Street Investments
 (Edinburgh) Ltd
 4 Melville Street
 Edinburgh
 Tel: 031 226 4071

Murray Johnstone Ltd
 163 Kope Street
 Glasgow
 Tel: 041 221 5521

National Research Development
 87 St Vincent Street
 Glasgow
 Tel: 041 221 1820

Noble Grossart Ltd
 48 Queen Street
 Edinburgh
 Tel: 031 226 7011

Scottish Development Agency
 120 Bothwell Street
 Glasgow
 Tel: 041 248 2700

Stewart Fund Manager Ltd
 45 Charlotte Square
 Edinburgh
 Tel: 031 226 3271

Four who took the plunge . . . and how they learnt to swim

The sweet smell
of food –
and computers

"Being in business is the ultimate in competitive sports," said 35-year-old David Watson who, having built up a £9m computer company from scratch in five years, is flexing his muscles from a new challenge.

He is about to apply his commercial brain to reopening a famous restaurant closed 18 months ago by one of the best-known names in haute cuisine. Hintlesham Hall, near Ipswich, was put on the market last year for £750,000 after Robert Carrier decided to pull out. Buying it then seemed an impossible dream to Mr Watson and his wife Ruth, both food and wine buffs. When the 28-room mansion, in 13 acres of parkland, came on the market again recently after being bought by a property company, the Watsons made an offer. Contracts were exchanged and a completion date later in the year agreed.

"I haven't seen David as excited in a year," said Mrs Watson who, with her husband, founded Midwich Computers, East Anglia's leading micro-computer company, in 1979. "With this company we have made a lot of money and become very successful and basically it has become a bit boring for David, like a management job. He is the king of person who likes putting himself on the line. Hintlesham Hall is going to be a big enough challenge for three to five years."

Midwich Computers, valued at £9m, is run from their Georgian home, Rickinghall House, Rickinghall, near Diss, Suffolk, but in August will move to a £156,000 factory in Diss. The company, now employing 26 people, was a slow starter.

"I expected we would be more successful initially than we were," said Mr Watson, managing director. "We went through a traumatic period. We needed more money to keep going and we did get a little disillusioned after two years."

"But I think you have really got to stick at it. Lots of people in business say 'I have lost so much money', lose their nerve and won't carry on to reap the rewards."

"I could see that without further investment our business wasn't going to grow very quickly. The fact that we had the guts to put everything we had got into the business persuaded the bank to increase our overdraft to £50,000."

Last month, the Watsons met the Prince of Wales, selected by Investors in Industry (3i) as the best example in East Anglia of a company started from scratch. Their small start-up capital for the computer business was funded by £60,000 from Industrial and Commercial Finance Corporation (ICFC) part of 3i plus £20,000 they raised privately. Predicted turn-over for 1984 is £3m.

The Watsons expect to move

into Hintlesham Hall in September and to open the restaurant, another joint venture, in December. The youngest-ever winner of the prestigious Chef of the Year competition, Robert Mabey, who has held the title for two

years, is joining them. Mr Mabey, from Norwich, was only 22 when he won the "Chef's Oscar" last January.

"He was just about to go to California for the Roux brothers", said Mr Watson, who will be applying the same basic

disciplines of running a business to the new venture.

"Ruth and I are both very interested in food and wine and we find that running a business from home enables us to achieve the life-style we want."

IF

Ruth and David Watson and chef Robert Mabey outside Hintlesham Hall: after a high-tech success, a restaurant reopening

Flying high and fast

am crazy not to put anything aside. But that is the way the business has grown," said 39-year-old Mr Walters.

"Having £100,000 in the bank was the limit of my dreams and, I thought, the limit of my capacity. What has happened in IML is really fantastic."

His first idea was to run an express courier service, a concept new in the UK in 1973. An ex-army helicopter pilot, he had seen how the Queen's Messenger service operated and thought: why not a commercial service? He started trading from a corner of a friend's office in London living rent-free in a bed-

sit above. Having no car, he walked, used buses or borrowed friends' cars and had retired people lined up in case he had more "errands" than he could cope with.

Reeling off from memory the turnover figures of his early months – £63 in January, 1973, £242 February, £649 March, £1,219 April – he added: "You could sense it was going to be successful."

The freight side of the business, his second idea, took off after a chance meeting between one of his couriers and a Canadian Pacific executive who hired IML's services. Then

Nigeria was tackled with the philosophy that if a hard market could be mastered IML could operate anywhere in the world.

Mr Walters started to expand the courier company's international network on a franchise basis in 1979. It is now the leading British air courier company and the third biggest in the world.

The IML group, which employs around 600 people including licensees, has a projected turnover for 1984 of £18m.

IF

IF

£100,000
pa: three
years on

A lifetime ambition to own a Rolls-Royce pushed John Petrie into redundancy. Two years ago, the company where he had been employed for 14 years announced that the workforce had to be cut by 20 per cent and asked for volunteers.

After week of heartrending, in which the prospect of owning a Rolls loomed large, Mr Petrie, then 38, decided to give up his £7,500 job in distribution at Electrolux, Dunstable. He drove to work on his last day in the white Rolls-Royce he bought on the strength of his redundancy money.

Mr Petrie's expectations of life after a steady job were not high. All he hoped was that he could maintain his family's comfortable lifestyle in the pleasant detached house where he lives with his wife, a secretary, and his two teenage

"There were times when I had to deliver parts in the Rolls"

children. He put the Rolls to work in a one-man car hire business. But he soon ran out of vicars and weddings. Derek Upcott, director of the Bedfordshire and Chiltern Enterprise Agency (Beconts), came to the rescue. With his help, Mr Petrie made contact with companies needing spare parts and equipment collected, or delivered in all parts of the country.

"There were times when I had to deliver parts in the Rolls but I couldn't charge RR prices and it became obvious that I was not going to make a living out of one car," said Mr Petrie.

Now he had two Rolls-Royces in the fleet of vehicles he operates to run Ultimate Car Hire and Action Express, his courier service. He says his turnover in his third year of business will be more than £100,000.

"The courier-side is what has made it a success," he says. "We have gone into a complete service of getting packages and documents anywhere in the world – and I have no headaches. But it has meant putting in a lot of leg work. The opportunity is there but you have got to go and find it. It really doesn't come to you."



Andrew Walters, founder of IML air services

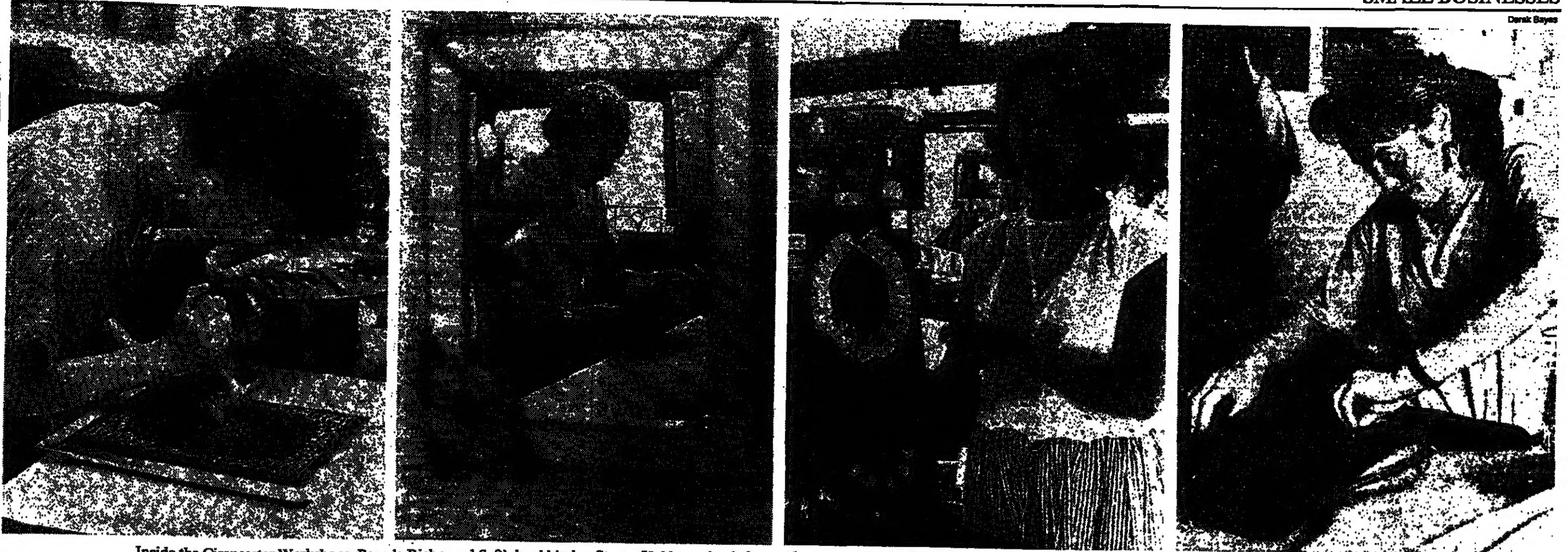
Somebody told Andrew Walters that if he invested his army gratuity in stocks his money would double. He did, it didn't. The next day with only £300 left he bought a company title and planned to run a business with the ambition of making £100,000.

That was 11 years ago. On paper, he is now a millionaire. But he reckons that he still hasn't got £100,000 to call his own – and that is what keeps him going.

Money made by IML Air Services Group – IML Air Couriers, IML Air Cargo and IMNL (a Nigeria subsidiary) – of which he is founder and managing director, has been ploughed back into the business. "My wife and friends say I

Channel Four isn't the only one with special programs for minority groups.





Inside the Cirencester Workshops, Pamela Richmond (left), bookbinder; Steven Hobbs, stained-glass maker; Jeannie Sedgwick, textile designer-maker, and Athene English, saddler, are some of the craftspeople

Such an alive place . . . and such a success

Community action saved a Victorian building from demolition - and provided workshops for craftspeople wanting to start their own small businesses. Cirencester Workshops are based in a brewery not used as such since the 1930s but now with a real-ale company among the 20 independent ventures operating there.

The building was saved at the eleventh hour by townspeople who persuaded Cotswold District Council to lease it to the charitable trust they set up to reopen the derelict landmark as town-centre workshops. Since its new lease of life five years ago, many new small businesses have been launched there.

Jacqueline Ross, the director, said: "People have started up in a very small way, many of them young and straight out of college. The majority are working with their hands. They start with very little capital. They tend to stay here for a couple of years and then move on as they become more successful. Nobody has left because they have gone bust."

Economic rents are charged but start as low as £12 a week for a small space sharing one of the 12 units with as many as

four other businesses. A large workshop costs around £400 a month. To comply with the trust's educational and charitable status, businesses have to open to the public for eight hours a week to demonstrate their craft skills. The Cirencester Workshops complex, which has a shop, restaurant and gallery, is open every day except Sunday from 10 am to 5.30 pm. Last year, visitors exceeded 100,000 - 40 per cent more than in the previous year.

The trust is selective in its allocation of workshop space, assessing the work of applicants and avoiding duplication of crafts. Even though there is a waiting list, one workshop was empty for almost a year until an interesting prospective user came along. A blacksmith, Richard Overs, who had been employed by a firm making railings and industrial products, has moved in.

The saddler, Athene English, has been at the workshops for three years, aware that she must move on, but not at the gallop. She said: "This area has all the ingredients for my trade. I was a professional rider and I realized that there was a great need for a saddler who understood horses



Once scheduled for demolition, the Victorian brewery has been revived by the craft workers

from a rider's point of view. I put £500 into the business out of compensation I had from a motorcycle accident. I am earning my living completely from the business."

It was not envisaged that the cellar would be used but when a couple arrived in 1982 looking for somewhere to brew real ales, it came into its own. Partners Martin Bland and Shirley

Harris, both in their mid-thirties, gave up well-paid jobs in the computer industry for the satisfaction of being responsible to themselves. Trading as The Cirencester Brewing Company,

Cellar Brewery, which they set up with a bank loan and private savings, they sell three different brews as soon as they have made it. Their brew capacity is five barrels (36 gallons a barrel)

and they are thinking of getting additional equipment which would enable them to treble their output. They supply 16 pubs within a radius of 30 miles.

The decision to pull down the old brewery was nine-tenths of the way to being confirmed when a district councillor, active in the town's civic society, appealed through a local newspaper for ideas for using the building.

A trustee, Robin Dunipace, a farmer who trained as an architect, said: "The council bit on our proposal to turn it into workshops. We found ourselves having to put our money where our mouths are. We formed a charitable trust to become entitled to various grants and also got help with our running costs from the Manpower Services Commission job creation programme. Our borrowing from the bank peaked at just over £32,000. That is now down to £5,000 and our income and expenditure are balancing out."

"It succeeds because it is such an alive place. And there are 40 to 50 people earning their living one way or another."

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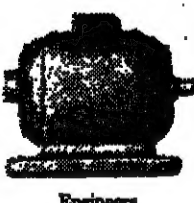
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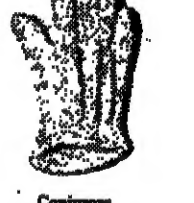
Engineers tinker with it.



Haberdashers do VMT with more deal.



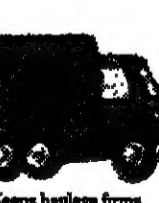
Fits shoe shops perfectly.



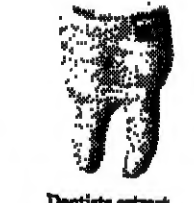
Conjurors try tricks on it.



It doesn't dictate to secretaries.



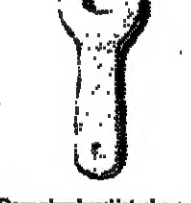
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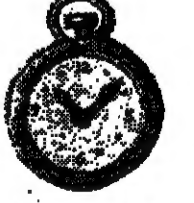
The collector uses it to pin down a species.



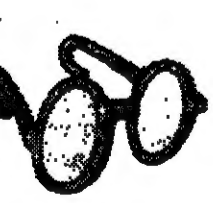
School children learn from it.



Keeps track of the cutlery's cutlery.



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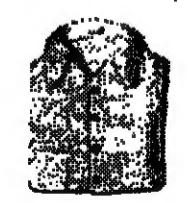
Builders speculate on it.



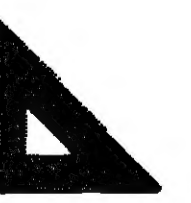
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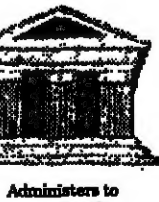
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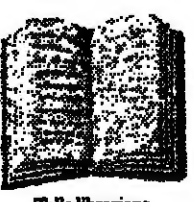
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The big boys who coughed up for the little ones

It may seem strange that the Small Business Research Trust was created with funds from giants - The Bank of England, Bass, National Westminster Bank, Sainsbury, Shell and Trusthouse Forte.

But as long as small businesses make up the bulk of the private business for their companies are going to have to look to small business for their supplies and their customers.

So it was not entirely out of pure altruism that these giants together to set up an independent research trust which has been operating for nearly a year.

The research into small business cannot take a narrow view of small businesses in isolation - it has to look at how they mesh with large companies and fit into the wider economic life of Britain.

The SBRT has stepped into an almost empty field and so one of the first tasks it is undertaking is research into the

A research project into the MOD's buying policies

size and structure of the sector. By the autumn the trust hopes to have begun an economic trends survey for small business to rival the Confederation of British Industry data on the economic climate for big business. This work will be done in-house, but much of the research it fosters is commissioned from academics or other research workers.

A good example of the sort of research carried out for the trust is a six month project by Howard Green of Leeds Polytechnic to look at how large companies can rent under-used floorspace to small ones.

He discovered some large companies in decline which had managed to stay in manufacturing by profitably renting out some of their premises but he found many directors who had not even considered it. There were genuine hurdles and often the needs of small businesses could not be met by using tucked away corners.

Another research project on the effects of the Ministry of Defence's policy on buying hi-tech goods is looking at whether

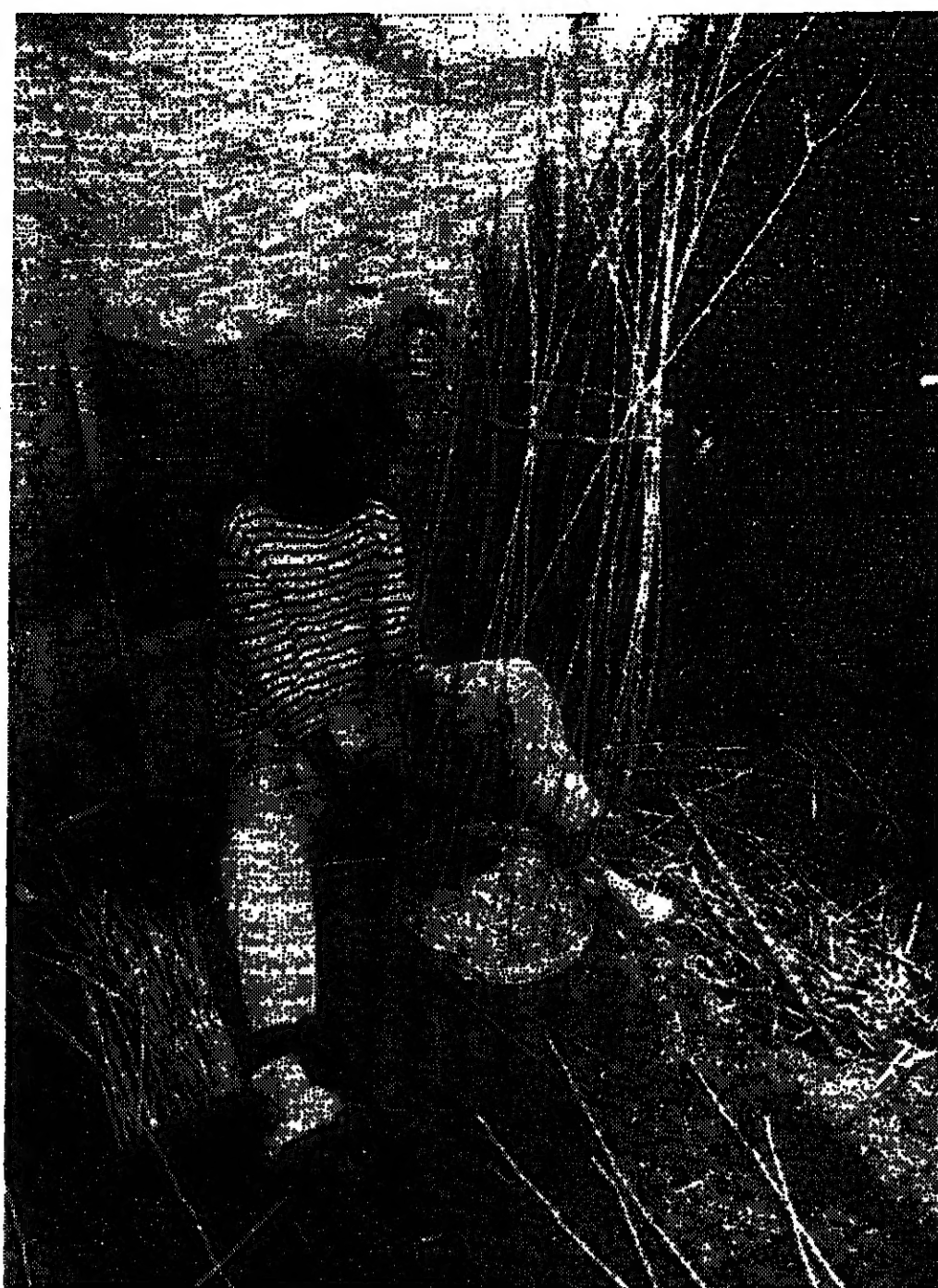
'We stand back from the day to day problems'

the MOD's use of large firms has meant that small potential suppliers get less leading edge development work even when they are getting MOD work by acting as sub-contractors to the large primary suppliers.

The research asks whether the concentration of suppliers will diminish the technological capacity of the country as a whole.

Other research is looking at enterprise training and whether it is being sold to small businessmen because there is surplus capacity rather than because it meets a real need; the economic impact of the Government's Business Start-up and Business Expansion schemes; and Paisley College of Technology is undertaking a 'saturation survey' of West Central Scotland to try to get an accurate picture of small business by knocking on every door in selected streets.

Small Business Research Trust, 3, Dean Trench Street, Westminster, London SW1 3HB.



Small on capital, big on skill: One of the craftsmen who have made a success of the Cirencester Workshops, now a charitable trust. Mike Smith, basketmaker, provides both an interest for visitors and a variety of traditional products

Shining from a 'sideline'

It sparked off a still expanding enterprise. Christopher Wray's Lighting Emporium has spread its beam world-wide from an old post office in Chelsea's King's Road, where a multi-million pounds redevelopment scheme is planned. A recognized authority on Victorian lighting, Mr Wray is managing director of the closed company and still a six-day-a-

week man. The company has factories in London and Birmingham where 90 per cent of the lighting it sells is manufactured. After specializing in reproductions of Victorian lamps, the company is "moving with the times" to general lighting, Mr Wray said. It has show rooms in Bristol, Leeds, Birmingham and Kilkenny, Ireland. The redevelopment

scheme in King's Road includes a new distribution centre and workshops. The scheme will take two and a half years to complete. Christopher Wray's British-manufactured lighting is internationally known and sold extensively in Australia, Japan, and the United States. The company employs more than 100 people and has done a

roaring trade, with pubs, restaurants and wine bars.

"I think it would still be possible for someone to do what I have done. There are many opportunities for starting a business if you look for them", Mr Wray said.

Debbie Moore, of the Pineapple Dance Studios, which was floated on the Unlisted Securities Market in 1982, Paul Morgan, whose Morgan Communications free newspaper group started trading on the USM earlier this year, Anita Roddick, whose The Body Shop did the same, and others, would no doubt agree with him.

However, Mr Wray, aged 44, is still a member of Equity. "You've got to be cautious", he said.

Rate-free - for the firms just beginning

Three years after the Government created the UK's first Enterprise Zone, in Swansea, controversy still rages about the effectiveness of the zones in creating new jobs in inner-city areas.

Today 25 zones have been designated throughout the UK for an experimental 10-year period. Each zone offers an attractive package which includes free rates, 100 per cent allowances for capital spending on buildings, simplified planning control and exemption from industrial training levies and development land tax. In addition the enterprise zone sites, which vary from about 120 acres to over 1,100 acres, continue to attract any existing development area aid which is available.

Eleven sites were given Enterprise Zone status between June 1981 and April 1982 and a further 14 zones have been established since then. Zones include Swansea, the Isle of Dogs (in London's Docklands), Tyneside, Telford, Corby, Clydebank and Belfast.

"The aim," says the Government, "is to restore vigorous private-sector activity to the zones by removing certain tax burdens and by relaxing or speeding up the application of certain statutory or administrative controls."

But three years into the experiment there is disturbing evidence about the success of the zones in attracting new jobs and firms. Critics of the experiment and other regional policies have long argued that few new jobs are ever created by such schemes. Jobs are merely switched from one area to another by offering the carrot of financial incentives, they maintain.

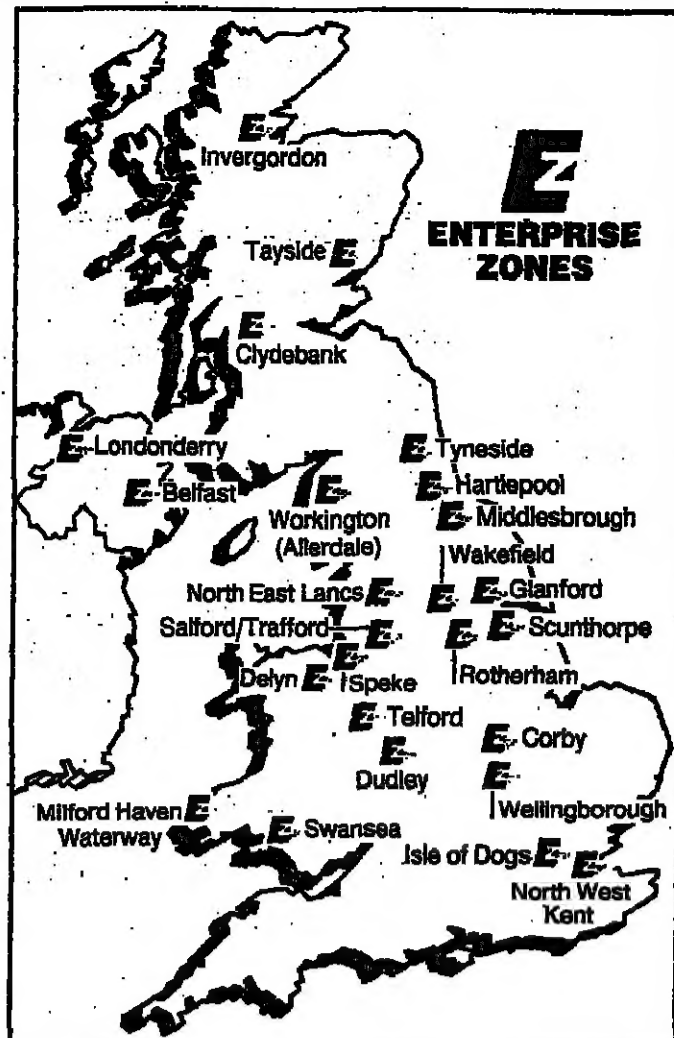
In an attempt to produce some conclusive evidence on

Manufacturing

the zones experiment the Department of the Environment, which is responsible for the zones, hired Roger Tym and Partners, a London-based consultancy firm, to monitor their progress.

A 240-page report by Tym, published in January, concluded that since June 1982 the zones have attracted 725 firms and 8,065 jobs. Clydebank, Swansea, Isle of Dogs, Dudley and Corby have all attracted more than 60 firms in the two years and Clydebank, Swansea and Corby have each attracted more than 1,000 jobs.

The type of economic activity



created by the zones has been fairly consistent, the report said. Just under half the firms and jobs are in manufacturing while transport and distribution accounts for nearly a third of all incoming firms and employment.

The rate of new development in the zones has increased from 128,000 square metres completed in 1981/1982 to 236,000 square metres completed in 1982/1983. Private sector developers have increased their share of total development activity to 69 per cent of the total floorspace, with the balance taken by public development agencies, according to the Tym report.

Closer scrutiny of the zones paints a more disturbing picture. In 1982/1983 only 14 of the new firms attracted to the zones moved between regions. Of these, Corby attracted nine firms, Swansea two and Wakefield, Dudley and the Isle of Dogs one each. Those firms relocating into the zones made mainly short distance moves, with 86 per cent coming from the same county and 92 per cent from the same economic planning region. Probably three-quarters of the incoming firms would be operating in the same county and at least 85 per cent in the same region if there were no zones, the report added.

Of those firms already within the designated area about 10 per cent have achieved higher levels of output and employment than they would have done without the benefits, mainly because of the rate relief.

Fears that the creation of the

zones would distort local property markets and also put firms on the edge of the zone at a competitive disadvantage have been difficult to prove. The Tym report argues that where the supply of property is already adequate the zones "may indeed produce negative effects by disturbing the pattern of market values and thereby deterring potential investors who look for stable conditions."

Marketing

There is also concern about the cost of creating new jobs within zones. The total public cost of the zones amounts to £132.9m in the period 1981 to 1983, comprising £16.8m for rates relief, £38m for the Industrial Building Allowances, £39.8m for public sector development and £38.3m for other public investment. There have also been additional costs in promoting and marketing the zones in some instances, although in others the local authorities believe they have won valuable free publicity from the Government.

The Tym report concludes that the zones are powerful marketing tools and that the rates and tax reliefs are without doubt the most powerful incentives for would-be investors.

Chris Hammer, who is responsible for the Tyneside zone, says that the creation of the zone has helped create interest in the area from companies which previously never considered the area.

Andrew Cornelius

SOCIAL CONCERN-A NEW CHALLENGE.

At United Biscuits we meet many challenges.

A business cannot isolate itself from the communities in which it operates. We serve the best interests of our employees, our customers and our shareholders by playing an active part in initiatives designed to stimulate growth and create greater prosperity.

United Biscuits is helping with advisory services for small businesses, the seedbeds of future jobs, and we are participating in projects to alleviate the problems of inner-city decay and to overcome long-term youth unemployment.

In addition to financial support, we encourage our staff throughout the UK to get involved with local projects which benefit the areas in which our employees live and work.

It is the United Biscuits policy to second one manager to community projects for every 2,000 employees. We now have twelve managers on full-time secondments to such initiatives as Scottish Business in the Community and the CBI Special Programmes Unit, including three who are directors of local Enterprise Trusts at Brent, Leicester and Liverpool. We have seconded a manager to work as an instructor for the New Work Ventures course of Project Fullemplay to help young disadvantaged people learn how to run their own businesses.

Sixteen Enterprise Agencies receive support from us by financial contributions to their operating costs and many of these benefit by the active participation of local senior company managers on their boards and by free specialist consultancy and other facilities for small firms where they can be provided.



Sir Hector Laing, Chairman of United Biscuits (Holdings) plc and Chairman of Scottish Business in the Community

Sir Hector Laing, Chairman of United Biscuits, said recently: "I believe the business sector has a responsibility to give to society more than it has in the past. Companies should be encouraged to evaluate their current commitment, set increasing targets, and publicise their community

activities. The more companies which are prepared to stand up and be counted on their interest and involvement, the better for our communities and for society as a whole. We cannot confine ourselves to our offices or factories: the challenge to us all is to play a fuller more creative part in the life of the nation."

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There are many conflicting arguments about what worker co-ops represent. The Greater London Enterprise Board sees them as part of the tradition of the labour movement, and a valuable means of democratising the economy. Recent growth in the number of co-ops and their spread throughout the manufacturing and service sectors marks a trend among workers for greater control of their working environment.

We are especially keen to encourage co-ops because of their democratic structure, but their flexibility also opens up employment opportunities for those whose chances of finding work are most severely affected by the current recession, particularly women with children, members of the ethnic minority communities and people with disabilities. For the unemployed, co-ops offer the chance to create jobs which suit their skills and interests.

The Greater London Enterprise Board has already invested over £1,000,000 in 36 London-based co-ops which will provide jobs for at least 400 people. We recently sponsored the first-ever Co-op Trade Fair and Conference at which 130 co-ops from Britain, Ireland and the continent exhibited, attracting buyers from all over the world.

Our commitment to the encouragement of worker co-ops is spelled out in "A strategy for co-operation". This handbook sets out our analysis of the problems facing co-ops, the approaches developed in Europe and our investment policies, which are designed to promote the attractions of democratic control in the workplace, give confidence to co-ops wishing to expand and initiate schemes which will strengthen the worker co-op movement.

Copies are available (£1 each, or 75p each plus p&p for bulk orders of 10 or more) from:

'Co-operation' Ref: TM,
Greater London Enterprise Board,
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Also available in this series:
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